S 3860-1.6

# AN OCCUPATIONAL PROFILE

# OF

# WHOLESALE AND RETAIL TRADE

# AND

# SELECTED REGULATED INDUSTRIES

# IN

# MASSACHUSETTS

1979

REPORT NUMBER 13

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# INTRODUCTION

This publication is the thirteenth in a series on current occupational profiles of Massachusetts industries. A recent publication, An Occupations Profile of Educational Employment, and a soon to be published survey of hospitals, give us a nearly complete profile of all nonagricultural covered employment.

This information is now being used in constructing an updated industry-occupation matrix, and will be used as a data base for projecting future employment needs.

The demand for this data by economists, employment specialists, educators and private industrial firms clearly demonstrates the need for this and other labor market information.

## METHODOLOGY

### The Sample

The second quarter 1979 report (ES 202) of employment and wages covered by the Massachusetts Employment Security Law was used as a sampling frame for the Occupational Employment Statistics survey of non-manufacturing establishments.

The sampling frame was stratified by three-digit SIC's (Standard Industrial Classification) and by nine employment size classes. Establishments with less than four employees were excluded from the sample, and all units with employment of two hundred and fifty or more were automatically included. All other establishments were subject to sample selection on a random basis, with the units in larger size classes having a proportionally higher chance of selection. Each unit was given a weight according to the proportion of firms selected in each size class. The sample included 4528 establishments with benchmark employment of 327,310.

### The Survey and Response

Each establishments was mailed a survey schedule; telephone calls and personal visits were made where the data was critical for calculating valid estimates. As many as two follow-up schedules were mailed to nonrespondents. Of the 4528 establishments in the survey, replies were received from 3028, or 69 percent. After manual editing and mechanical (computer) screening, 2836 responses with total employment at 209,589 were determined usable, 64 percent of the sample employment.

### The Estimating Procedure

All usable responses were stratified into seven size groups, by industry. Reported total employment (or the summed occupational employment) from each usable response was multiplied by the weight assigned during sample selection. These industry data were then divided into the employment in the ES 202 report for the reference month of the survey (stratified by corresponding size class cells). The result produced by the procedure is known as the benchmark factor. This factor was then applied to the occupation data, thus accounting for nonresponse. These occupational estimates were then summed across size classes in industry totals.

### Sampling Error

Sampling error is an arithmetic measure of the precision of the estimate. It is the difference between the estimate computed from the sample and the result that would have been obtained if the same methods were used

to collect identical information from the universe. The relative errors listed in this report are the sampling errors of each occupation expressed as a percent of that occupational estimate. The relative errors shown are such that the chances are 2 out of 3 that the results of collecting identical information from the entire population would not differ by more than the percent of relative error shown; the chances are 19 out of 20, 95 percent, that the results of collecting identical information from the entire population would not differ by more than twice the percent shown. For example, it is estimated in this report that there are 1,980 Buyers in SIC 50 and 51 - Wholesale Trade - accounting for 1.52 percent of total employment in the industry. Thus the chances are 68 out of 100 that the results of collecting identical information from the entire population would differ by less than 119 (6 percent) from the 1,980 estimated; similarly the estimated 1.87 percent of total employment would differ by less than 0.09 percent of total employment.

Nonsampling Error

The results of this survey are subject to nonsampling errors as well. Although careful editing and screening steps were taken, some errors in processing and computation may have occurred. These errors could be from faulty schedule design or an inability to collect data as defined. Responding establishments may account for some errors because of inaccuracy of data furnished such as placing workers in a wrong occupation. The nonrespondents are a source of nonsampling error for which measures are not available but are reflected in the estimating procedure.

BALANCE OF NONMANUFACTURING TWO DIGIT INDUSTRY

| SIC CODE | DESCRIPTION |
|---|---|
| 41 | LOCAL & SUBURBAN TRANSIT AND INTERURBAN HIGHWAY AND PASSENGER TRANSPORTATION |

This major group includes establishment primarily engaged in furnishing local and suburban passenger transportation, such as those providing passenger transportation within a single municipality and its suburban areas by bus, rail, or subway, either seperately or in combination.

42 MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING

This major group includes establishments furnishing local and long-distance trucking, or transfer services, or those engaged in the storage of farm products, furniture, and other household goods, or commercial goods of any nature.

44 WATER TRANSPORTATION

This major group includes establishments engaged in freight and passenger transportation on the open sea or inland waters, and establishments furnishing such incidental services as lighterage, towing, and canal operation. This major group also includes excursion boats, sight seeing boats and watertaxis.

45 TRANSPORTATION BY AIR

This major group includes establishments engaged in furnishing domestic and foreign transportation by air and also those operating airports and flying fields and furnishing terminal services.

46 PIPELINE TRANSPORTATION

This major group includes establishments primarily engaged in the pipe line transportation of petroleum or other commodities, except natural gas.

47 TRANSPORTATION SERVICES

This major group includes establishments furnishing services incidental to transportation, such as forwarding and packing services, and the arrangement of passenger and freight transportation.

BALANCE OF NONMANUFACTURING TWO DIGIT INDUSTRY (Continued)

| SIC CODE | DESCRIPTION |
|---|---|
| 48 | COMMUNICATION |

This major group includes furnishing point to point communication service, whether by wire or radio, and whether intended to be received aurally or visually; and radio and television broadcasting.

| | |
|---|---|
| 49 | ELECTRIC, GAS, AND SANITARY SERVICES |

This major group includes establishments engaged in the generation, transmission and/or distribution of electricity or gas or steam. Water and irrigation systems, and sanitary systems engaged in the collection and disposal of garbage, sewage, and other wastes are also included.

| | |
|---|---|
| 50 | WHOLESALE TRADE - DURABLE GOODS |

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

| | |
|---|---|
| 51 | WHOLESALE TRADE - NONDURABLE GOODS |

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

| | |
|---|---|
| 52 | BUILDING MATERIALS, HARDWARE, & MOBILE HOMES |

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint; glass and wallpaper, hardware; nursery stock; lawn and garden supplies; and mobile homes.

| | |
|---|---|
| 53 | GENERAL MERCHANDISE STORES |

This major group includes retail stores which sell a number of lines of merchandise such as Dept. Stores, Variety Stores and General Stores.

| | |
|---|---|
| 54 | FOOD STORES |

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

| | |
|---|---|
| 55 | AUTO DEALERS AND GASOLINE SERVICE STATIONS |

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations.

BALANCE OF NONMANUFACTURING TWO DIGIT INDUSTRY (Continued)

| SIC CODE | DESCRIPTION |
|---|---|

56 APPAREL AND ACCESSORY STORES

This major group includes retail stores primarily engaged in selling new clothing, shoes, hats, underwear, and related articles for personal wear and adornment. Furriers and custom tailors carrying stocks of materials are also included in this group.

57 FURNITURE AND HOME FURNISHINGS STORES

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

58 EATING AND DRINKING PLACES

This major group includes retail establishments selling prepared foods and drinks for consumption on the premises, and also lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

59 MISCELLANEOUS RETAIL

This major group includes retail establishments, not elsewhere classified, including drug stores, liquor stores, used merchandise stores, nonstore retailers, fuel and ice dealers, and other miscellaneous retailers.

THE MAJOR OCCUPATIONAL CATEGORIES USED IN THE
OCCUPATIONAL EMPLOYMENT STATISTICS SURVEY

| OES CODE | DESCRIPTION |
|---|---|
| 10000 | MANAGERS AND OFFICERS |
| | Includes persons concerned with policy making, planning, organizing, staffing, directing and/or who directly supervise the activities of the company or establishment workforce. Includes only managers and officers who are exempt from the minimum wage and overtime provisions of the Fair Labor Standards Act. |
| 20000 | PROFESSIONAL OCCUPATIONS |
| | Includes persons concerned with the theoretical or practical aspects of such fields as science, engineering, technical work, art, education, medicine, law and business relations. Most of these occupations require substantial educational preparation, usually at the university level. |
| 30000 | TECHNICAL OCCUPATIONS |
| | Includes all persons actually engaged in technical work utilizing theoretical knowledge of fundamental scientific, engineering, mathematical, computer programming, or draft design principles, comparable to those acquired through study at institutions with less extensive training than 4-year colleges. |
| 40000 | SERVICE WORKERS |
| | Includes those workers in occupations concerned with the performance of services for persons that require either direct contact or close association with the individual; occupations concerned with the protection of individuals or public or private property; occupations concerned with preparing and serving food and beverages; and occupations related to the cleaning of the interior and equipment of buildings, offices, stores, and similar places. |
| 50000 | PRODUCTION AND MAINTENANCE WORKERS |
| | Includes all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving operating, maintenance, construction, repair, material handling, and powerplant operations. |

The Major Occupational Categories (Continued)

| OES CODE | DESCRIPTION |
|---|---|
| 60000 | CLERICAL OCCUPATIONS |

Includes office and plant clerical personnel. Office clerical work involves preparing, transcribing, transferring systematizing, and preserving communications and records; collating accounts and distributing information. Plant clerical work involves planning, coordinating, or expediting of production and the flow of work; or the clerical aspects of receiving, storing, issuing, or shipping of materials, merchandise, supplies, or equipment.

| | |
|---|---|
| 70000 | SALES OCCUPATIONS |

Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required, such as sales agents, sales clerks, real estate agents, demonstrators, etc.

BALANCE OF NONMANUFACTURING
Employment Trends 1976 - 1979

| SIC 1/ CODE | Reference Month | 1976 2/ | 1977 2/ | 1978 2/ | 1979 3/ | Percent Change 1976 - 1979 |
|---|---|---|---|---|---|---|
| 41 | June | 15434 | 15192 | 15794 | 17124 | 10.9 |
| 42 | May | 25604 | 26276 | 27626 | 28225 | 10.2 |
| 44 | April | 2218 | 2321 | 2654 | 2149 | - 3.1 |
| 45 | June | 7392 | 7869 | 8634 | 9858 | 33.4 |
| 46 4/ | June | - | - | - | - | - |
| 47 | April | 3853 | 4036 | 4440 | 5179 | 34.4 |
| 48 | June | 35688 | 35307 | 35482 | 36654 | 2.7 |
| 49 | April | 18734 | 18288 | 18492 | 17996 | - 3.9 |
| 50 | June | 59761 | 61944 | 64646 | 69089 | 15.6 |
| 51 | June | 56623 | 56422 | 58829 | 61116 | 7.9 |
| 52 | June | 12941 | 13128 | 13367 | 14245 | 10.1 |
| 53 | June | 54060 | 54090 | 56885 | 56617 | 4.7 |
| 54 | June | 74911 | 75649 | 75780 | 77242 | 3.1 |
| 55 | June | 41561 | 42297 | 44442 | 42272 | 1.7 |
| 56 | June | 28326 | 29846 | 30756 | 32836 | 15.9 |
| 57 | June | 15110 | 14509 | 14766 | 15455 | 2.3 |
| 58 | June | 124011 | 128875 | 136010 | 148833 | 20.0 |
| 59 | June | 57763 | 58998 | 61775 | 63979 | 10.8 |
| TOTAL | | 634000 | 645100 | 670400 | 698900 | 10.2 |

1/ 1972 Edition SIC Manual
Source ES-202
2/ ES-202 figures are revised where necessary to eliminate the effect of changes due to industry re-coding
3/ Totals are revised and thus may differ slightly from those in the occupational tables
4/ Less than 100 employment

DISTRIBUTION OF EMPLOYMENT SUBJECT TO THE
MASSACHUSETTS EMPLOYMENT SECURITY LAW 1/
JUNE 1979

| INDUSTRY | EMPLOYMENT | PERCENT OF TOTAL |
|---|---|---|
| Agriculture | 16,691 | 0.7 |
| Mining | 933 | 0.1 |
| Construction | 85,512 | 3.8 |
| Manufacturing | 681,403 | 30.8 |
| Trans., Comm., Utilities | 119,286 | 5.4 |
| Wholesale, Retail Trade | 581,684 | 26.3 |
| Fin., Ins., Real Estate | 148,173 | 6.7 |
| Services | 578,513 | 26.2 |
| TOTAL | 2,212,195 | 100.0 |

1/ Excludes Government

Survey Coverage

Source: ES 202 State Summary

S I C

41 - 44 - 45 - 47

These Transportation related industries have had an employment growth of more than 18 percent in the last three years. Transportation by Air (SIC 45) had an increase of over 30 percent. Although employment in this industry is less than 0.5 percent of total employment in the State, it is vital to the entire economy. Logan International Airport, now the tenth busiest airport in the nation, handled 500.2 million pounds of air freight and mail in fiscal 1980. Massachusetts with its high technology industries relies heavily on Air Transportation for efficient and reliable transportation of parts and finished products.

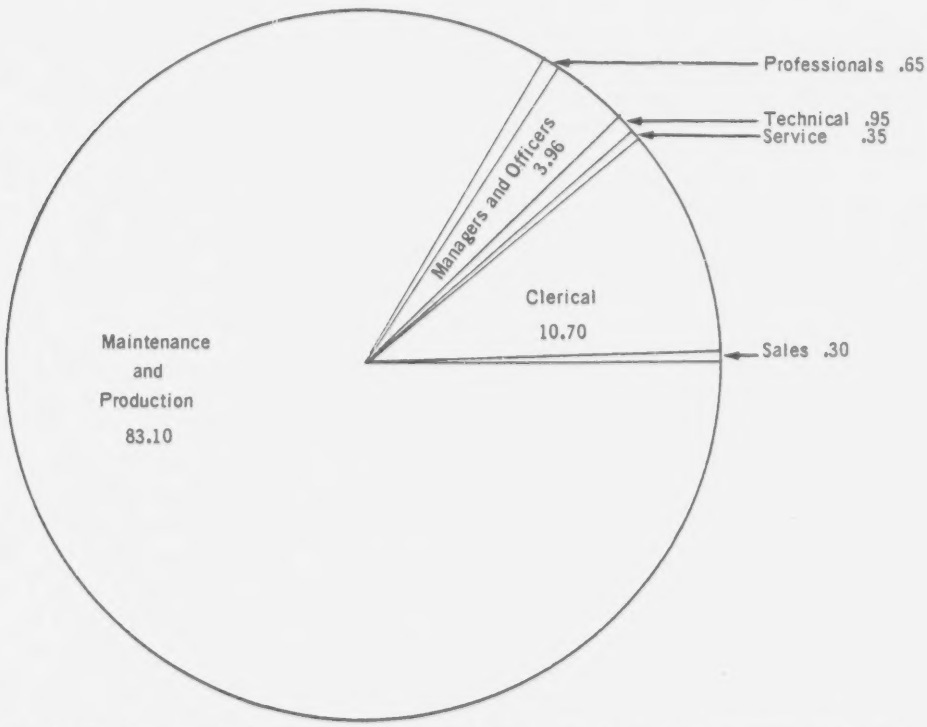
Also vital to the economy is the transportation of passengers. In 1980 more than 15 million passengers used this facility, making it the fastest growing international gateway on the East Coast. More than two million of these passengers were international travelers. The economic effect on employment and dollars spent by these passengers reaches many and varied industries. It should be noted when analyzing the profile of Transportation by Air, that some of the carriers have headquarters in other states and that many employees in Management, Professional and Technical occupations are carried on the payroll of that state. Thus, these three occupational groups only account for 20 percent of employment.

Over eighty-percent of employment in the Local and Interurban Passenger industry (SIC 41), is in the Maintenance and Production Category, while Management accounts for less than 4 percent. In the Transportation Services industry (SIC 47), nearly one out of every three jobs is in the occupation travel agent.

## LOCAL AND INTERURBAN PASSENGER TRANSIT (SIC 41)

This major group includes establishment primarily engaged in furnishing local and suburban passenger transportation, such as those providing passenger transportation within a single municipality and its suburban areas by bus, rail, or subway, either separately or in combination.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Local and Interurban Passenger Transit

| | | | |
|---|---|---|---|
| 1. Bus Driver, School | 5,640 | 3. Bus Driver | 2,600 |
| 2. Taxi Driver | 3,150 | 4. Managers and Officers | 670 |
| | | 5. Dispatcher | 560 |

These 5 occupations make up 75% of total industry employment

OCCUPATIONS OF EMPLOYEES
LOCAL AND INTERSUBURBAN PASSENGER TRANSPORTATION (SIC 41)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 670 | 3.96 | N/A |
| Professional Occupations | 110 | 0.65 | N/A |
| Technical Occupations | 160 | 0.95 | N/A |
| Service Occupations | 60 | 0.35 | N/A |
| Janitors, Porters, and Cleaners | 40 | 0.24 | 13 |
| All Other Service Workers | 20 | 0.12 | N/A |
| Maintenance and Production Occupations | 14,060 | 83.10 | N/A |
| Supervisor, Nonworking | 100 | 0.59 | 14 |
| Mechanic, Auto | 550 | 3.25 | 5 |
| Body Repairer, Auto | 140 | 0.83 | 19 |
| Diesel Mechanic | 180 | 1.06 | 12 |
| Truck Driver | 530 | 3.13 | 21 |
| Baggage Handler | 40 | 0.24 | 16 |
| Bus Driver | 2,620 | 15.48 | 13 |
| Cleaner, Vehicle | 210 | 1.24 | 9 |
| Helper, Trades | 30 | 0.18 | 27 |
| Taxi Driver | 3,150 | 18.62 | 8 |
| Fuel Pump Attendant | 90 | 0.53 | 12 |
| Chauffeur | 290 | 1.71 | 16 |
| Bus Driver, School | 5,640 | 33.23 | 1 |
| Ambulance Driver/Attendant | 490 | 2.90 | 28 |
| Clerical Occupations | 1,810 | 10.70 | N/A |
| Accounting Clerk | 40 | 0.24 | 18 |
| Bookkeeper, Hand | 60 | 0.35 | 16 |
| Cashier | 60 | 0.35 | 13 |
| General Clerk | 440 | 2.60 | 9 |
| Information Clerk | 70 | 0.41 | 12 |
| Payroll/Timekeeping Clerk | 90 | 0.53 | 12 |
| Secretary | 70 | 0.41 | 13 |
| Switchboard Operator | 170 | 1.00 | 11 |
| Switchboard Operator/Receptionist | 100 | 0.59 | 23 |
| Ticket Agent | 60 | 0.35 | 27 |
| All Other Office Clerical Workers | 10 | 0.06 | N/A |
| Stock Clerk, Storeroom | 10 | 0.06 | 19 |

SIC 41 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Meter Reader, Taxi . . . . . | 30 | 0.18 | 18 |
| Dispatcher, Vehicle . . . . . | 560 | 3.31 | 8 |
| Dispatcher, Police . . . . . | 40 | 0.24 | 28 |
| Sales Occupations . . . . . | 50 | 0.30 | N/A |
| TOTAL | 16,920 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
INTERCITY HIGHWAY TRANSPORTATION (SIC 413)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 40 | 3.60 | N/A |
| Service Occupations | 20 | 1.80 | N/A |
| Maintenance and Production Occupations | 920 | 82.88 | N/A |
| Mechanic, Auto | 60 | 5.41 | 28 |
| Bus Driver | 530 | 47.75 | 12 |
| Cleaner, Vehicle | 70 | 6.31 | 29 |
| All Other Skilled Workers | 40 | 3.60 | N/A |
| All Other Semiskilled Workers | 170 | 15.32 | N/A |
| All Other Unskilled Workers | 50 | 4.50 | N/A |
| Clerical Occupations | 130 | 11.71 | N/A |
| General Clerk | 30 | 2.70 | 35 |
| Secretary | 10 | 0.90 | 20 |
| Dispatcher, Vehicle | 20 | 1.80 | 32 |
| All Other Clerical Workers | 70 | 6.31 | N/A |
| TOTAL | 1,110 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
SCHOOL BUSES (SIC 415)

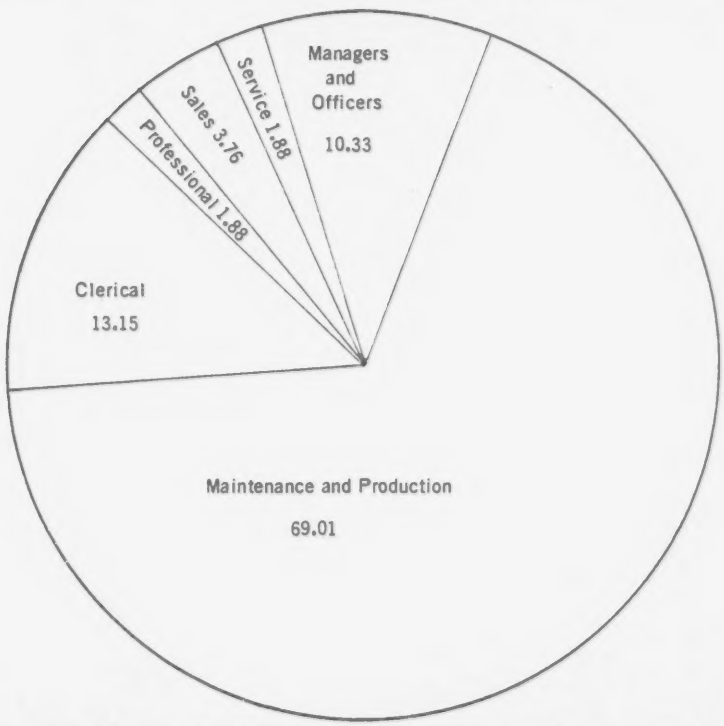
Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 190 | 2.92 | N/A |
| Professional Occupations | 30 | 0.46 | N/A |
| Maintenance and Production Workers | 6,080 | 93.39 | N/A |
| Mechanic, Auto | 170 | 2.61 | 22 |
| Bus Driver | 290 | 4.45 | 48 |
| Cleaner, Vehicle | 50 | 0.77 | 47 |
| Fuel Pump Attendant | 20 | 0.31 | 46 |
| Bus Driver, School | 5,390 | 82.80 | 3 |
| All Other Skilled Workers | 60 | 0.92 | N/A |
| All Other Semiskilled Workers | 100 | 1.54 | N/A |
| Clerical Occupations | 180 | 2.76 | N/A |
| General Clerk | 50 | 0.77 | 39 |
| Information Clerk | 20 | 0.31 | 29 |
| Dispatcher, Vehicle | 50 | 0.77 | 36 |
| All Other Clerical Workers | 60 | 0.92 | N/A |
| Sales Occupations | 30 | 0.46 | N/A |
| TOTAL | 6,510 | 100.00 | N/A |

## WATER TRANSPORTATION (SIC 44)

This major group includes establishments engaged in freight and passenger transportation on the open sea or inland waters, and establishments furnishing such incidental services as lighterage, towing, and canal operation. This major group also includes excursion boats, sight seeing boats and watertaxis.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Water Transportation

| | | | |
|---|---|---|---|
| 1. All Other Unskilled Workers | 740 | 4. All Other Semiskilled Workers | 110 |
| 2. Managers and Officers | 220 | 5. Ordinary Seaman | 100 |
| 3. All Other Managers | 180 | | |

These 5 occupations make up 64% of total industry employment

OCCUPATIONS OF EMPLOYEES
WATER TRANSPORTATION (SIC 44)

Reference Date April 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 220 | 10.33 | N/A |
| Captain, Water Vessel | 40 | 1.88 | 4 |
| All Other Managers | 180 | 8.45 | N/A |
| Professional Occupations | 40 | 1.88 | N/A |
| Purchasing Agent/Buyer | 10 | 0.47 | 16 |
| Accountants/Auditors | 30 | 1.41 | 13 |
| Service Occupations | 40 | 1.88 | N/A |
| Food Service Workers | 30 | 1.41 | 1 |
| All Other Service Workers | 10 | 0.47 | N/A |
| Maintenance and Production Occupations | 1,470 | 69.01 | N/A |
| Supervisor, Nonworking | 20 | 0.94 | 22 |
| Marine Mechanic | 90 | 4.23 | 10 |
| Carpenter | 70 | 3.29 | 11 |
| Crane, Derrick, Hoist Operator | 30 | 1.41 | 18 |
| Rigger | 30 | 1.41 | 30 |
| Industrial Truck Operator | 60 | 2.82 | 17 |
| Marine, Service Station Attendant | 40 | 1.88 | 15 |
| Painter, Maintenance | 60 | 2.82 | 16 |
| Boat Patcher | 40 | 1.88 | 17 |
| Able Seaman | 10 | 0.47 | 1 |
| Ordinary Seaman | 100 | 4.69 | 1 |
| Motor Boat Operator | 20 | 0.94 | 12 |
| All Other Skilled Workers | 50 | 2.35 | N/A |
| All Other Semiskilled Workers | 110 | 5.16 | N/A |
| All Other Unskilled Workers | 740 | 34.74 | N/A |
| Clerical Occupations | 280 | 13.15 | N/A |
| Clerical Supervisor | 40 | 1.88 | 18 |
| Bookkeeper, Hand | 10 | 0.47 | 19 |
| General Clerk | 30 | 1.41 | 13 |
| Receptionist | 10 | 0.47 | 21 |
| Secretary | 50 | 2.35 | 12 |
| All Other Office Clerical Workers | 90 | 3.76 | N/A |
| Production Clerk | 10 | 0.47 | 17 |
| Shipping Packer | 20 | 0.94 | 26 |
| Shipping/Receiving Clerk | 10 | 0.47 | 23 |
| All Other Plant Clerical Workers | 10 | 0.47 | N/A |

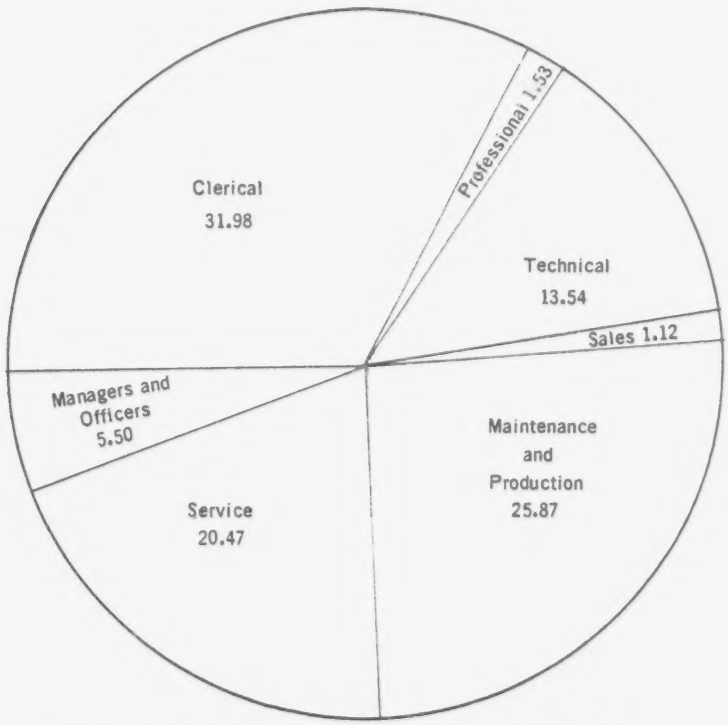
SIC 44 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Sales Occupations . . . . . | 80 | 3.76 | N/A |
| Sales Representatives . . . . . | 70 | 3.29 | 7 |
| Sales Clerks . . . . . | 10 | 0.47 | 33 |
| TOTAL | 2,130 | 100.00 | N/A |

## TRANSPORTATION BY AIR (SIC 45)

This major group includes establishments engaged in furnishing domestic and foreign transportation by air and also those operating airports and flying fields and furnishing terminal services.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Transportation by Air

| | | | | | |
|---|---|---|---|---|---|
| 1. | Flight Attendants | 1,650 | 6. | Line-Service Attendant | 780 |
| 2. | Airplane Pilot | 1,310 | 7. | Managers and Officers | 540 |
| 3. | Reservation Agent | 1,160 | 8. | Transportation Agent | 230 |
| 4. | Mechanic, Aircraft | 1,010 | 9. | All Other Semiskilled Workers | 200 |
| 5. | Ticket Agent | 920 | 10. | Supervisor, Nonworking | 170 |

These 10 occupations make up 82% of total industry employment

OCCUPATIONS OF EMPLOYEES
TRANSPORTATION BY AIR (SIC 45)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 540 | 5.50 | 8 |
| Professional Occupations | 150 | 1.53 | N/A |
| Teacher, Vocational | 90 | 0.92 | 10 |
| Personnel/Labor Relations Specialist | 10 | 0.10 | 18 |
| All Other Professional Workers | 50 | 0.51 | N/A |
| Technical Occupations | 1,330 | 13.54 | N/A |
| Airplane Pilot | 1,310 | 13.34 | 9 |
| Radio Operator | 10 | 0.10 | 8 |
| All Other Technical Workers | 10 | 0.10 | N/A |
| Service Occupations | 2,010 | 20.47 | N/A |
| Supervisor, Non-working Service | 60 | 0.61 | 20 |
| Janitors, Porters, and Cleaners | 100 | 1.02 | 16 |
| Food Service | 110 | 1.12 | 31 |
| Flight Attendants | 1,650 | 16.80 | 11 |
| Baggage Porter | 70 | 0.71 | 13 |
| All Other Service Workers | 20 | 0.20 | N/A |
| Maintenance and Production Occupations | 2,540 | 25.87 | N/A |
| Supervisor, Nonworking | 170 | 1.73 | 15 |
| Mechanic, Aircraft | 1,010 | 10.29 | 16 |
| Mechanic, Auto | 80 | 0.81 | 14 |
| All Other Mechanics | 10 | 0.10 | N/A |
| Truck Driver | 40 | 0.41 | 10 |
| Baggage Handler | 20 | 0.20 | 16 |
| Cleaner, Vehicle | 110 | 1.12 | 19 |
| Maintenance Repairer, General Utl. | 50 | 0.51 | 20 |
| Helper, Trades | 20 | 0.20 | 31 |
| Line-Service Attendant | 780 | 7.94 | 11 |
| All Other Skilled Workers | 10 | 0.10 | N/A |
| All Other Semiskilled Workers | 200 | 2.04 | N/A |
| All Other Unskilled Workers | 40 | 0.41 | N/A |
| Clerical Occupations | 3,140 | 31.98 | N/A |
| Clerical Supervisor | 90 | 0.92 | 30 |
| Stenographer | 20 | 0.20 | 28 |
| Accounting Clerk | 60 | 0.61 | 23 |
| Reservation Agent | 1,160 | 11.81 | 11 |
| Adjustment Clerk | 110 | 1.12 | 38 |
| General Clerk | 40 | 0.41 | 11 |
| Payroll/Timekeeping Clerk | 10 | 0.10 | 9 |

SIC 45 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Secretary . . . . . | 170 | 1.73 | 10 |
| Ticket Agent . . . . . | 920 | 9.37 | 16 |
| Typist . . . . . | 30 | 0.31 | 17 |
| All Other Office Clerical Workers | 70 | 0.71 | N/A |
| Shipping/Receiving Clerk . . . | 10 | 0.10 | 31 |
| Stock Clerk . . . . . | 100 | 1.02 | 15 |
| Dispatcher, Airplane . . . . . | 70 | 0.71 | 15 |
| Crew Scheduler . . . . . | 40 | 0.41 | 13 |
| Transportation Agent . . . . . | 230 | 2.34 | 15 |
| All Other Plant Clerical Workers | 10 | 0.10 | N/A |
| Sales Occupations . . . . . | 110 | 1.12 | N/A |
| Sales Representatives . . . . . | 100 | 1.02 | 9 |
| Sales Clerk . . . . . | 10 | 0.10 | 15 |
| TOTAL | 9,820 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
CERTIFIED AIR TRANSPORTATION (SIC 451)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 430 | 4.99 | N/A |
| Professional Occupations | 60 | 0.70 | N/A |
| Technical Occupations | 1,280 | 14.87 | N/A |
| Airplane Pilot | 1,270 | 14.75 | 31 |
| All Other Technical Workers | 10 | 0.12 | N/A |
| Service Occupations | 1,900 | 22.07 | N/A |
| Flight Attendants | 1,650 | 19.16 | 36 |
| Baggage Porter | 70 | 0.81 | 42 |
| All Other Service Workers | 180 | 2.09 | N/A |
| Maintenance and Production Occupations | 1,950 | 22.65 | N/A |
| Clerical Occupations | 2,930 | 34.03 | N/A |
| Reservation Agent | 1,160 | 13.47 | 36 |
| Secretary | 130 | 1.51 | 41 |
| All Other Office Clerical Workers | 1,240 | 14.40 | N/A |
| Crew Scheduler | 40 | 0.46 | 41 |
| All Other Plant Clerical Workers | 360 | 4.18 | N/A |
| Sales Occupations | 60 | 0.70 | N/A |
| TOTAL | 8,610 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
AIR TRANSPORTATION SERVICES (SIC 458)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 80 | 7.92 | N/A |
| Professional Occupations | 70 | 6.93 | N/A |
| Technical Occupations | 40 | 3.96 | N/A |
| Service Occupations | 120 | 11.88 | N/A |
| Maintenance and Production Occupations | 480 | 47.52 | N/A |
| Mechanic, Aircraft | 100 | 9.90 | 29 |
| Line-Service Attendant | 230 | 22.77 | 23 |
| All Other Skilled Workers | 40 | 3.96 | N/A |
| All Other Semiskilled Workers | 30 | 2.97 | N/A |
| All Other Unskilled Workers | 80 | 7.92 | N/A |
| Clerical Occupations | 180 | 17.82 | N/A |
| Secretary | 40 | 3.96 | 31 |
| All Other Office Clerical Workers | 80 | 7.92 | N/A |
| Transportation Agent | 30 | 2.97 | 24 |
| All Other Plant Clerical Workers | 30 | 2.97 | N/A |
| Sales Occupations | 40 | 3.96 | N/A |
| TOTAL | 1,010 | 100.00 | N/A |

## TRANSPORTATION SERVICES (SIC 47)

This major group includes establishments furnishing services incidental to transportation, such as forwarding and packing services, and the arrangement of passenger and freight transportation.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY

Ranked Occupational Employment in the Transportation Services

| | | | | | |
|---|---|---|---|---|---|
| 1. | Travel Agent | 1,650 | 6. | Accounting Clerk | 160 |
| 2. | Managers and Officers | 960 | 7. | All Other Service Wkrs. | 140 |
| 3. | General Clerk | 670 | 8. | All Other Sales Wkrs. | 130 |
| 4. | Bookkeeper, Hand | 200 | 9. | Secretary | 120 |
| 5. | Guide, Travel | 170 | 10. | Typist | 110 |

These 10 occupations make up 83% of total industry employment

OCCUPATIONS OF EMPLOYEES
TRANSPORTATION SERVICES (SIC 47)

Reference Date April 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 960 | 18.57 | N/A |
| Professional Occupations | 1,750 | 33.85 | N/A |
| Accountants/Auditors | 50 | 0.97 | 17 |
| Travel Agent | 1,650 | 31.91 | 6 |
| All Other Professional Workers | 50 | 0.97 | N/A |
| Service Occupations | 310 | 6.00 | N/A |
| Guide, Travel | 170 | 3.29 | 20 |
| All Other Service Workers | 140 | 2.71 | N/A |
| Maintenance and Production Occupations | 250 | 4.84 | N/A |
| Supervisor, Nonworking | 10 | 0.19 | 16 |
| Truck Driver | 70 | 1.35 | 15 |
| Delivery and Route Workers | 70 | 1.35 | 17 |
| Industrial Truck Operator | 30 | 0.58 | 10 |
| All Other Skilled Workers | 30 | 0.58 | N/A |
| All Other Unskilled Workers | 40 | 0.77 | N/A |
| Clerical Occupations | 1,670 | 32.30 | N/A |
| Clerical Supervisor | 50 | 0.97 | 23 |
| Bookkeeping/Billing Machine Operator | 10 | 0.19 | 25 |
| Computer Operator | 20 | 0.39 | 16 |
| All Other Office Machine Operators | 20 | 0.39 | N/A |
| Accounting Clerk | 160 | 3.09 | 22 |
| Bookkeeper, Hand | 200 | 3.87 | 7 |
| File Clerk | 20 | 0.39 | 14 |
| General Clerk | 670 | 12.96 | 11 |
| Receptionist | 50 | 0.97 | 10 |
| Secretary | 120 | 2.32 | 8 |
| Switchboard Operator/Receptionist | 30 | 0.58 | 14 |
| Messenger | 40 | 0.77 | 8 |
| Typist | 110 | 2.13 | 11 |
| All Other Office Clerical Workers. | 50 | 0.97 | N/A |
| Shipping Packer | 30 | 0.58 | 14 |
| Shipping/Receiving Clerk | 10 | 0.19 | 11 |
| Stock Clerk | 40 | 0.77 | 22 |
| Dispatcher, Vehicle | 10 | 0.19 | 9 |
| All Other Plant Clerical Workers | 30 | 0.58 | N/A |
| Sales Occupations | 230 | 4.45 | N/A |
| Traffic Agent | 100 | 1.93 | 16 |
| All Other Sales Workers | 130 | 2.51 | N/A |
| TOTAL | 5,170 | 100.00 | N/A |

S I C

481

Telephone Communication

This industry includes establishments primarily engaged in furnishing telephone communication service. This industry includes domestic, international, marine, mobile, and aeronautical services.

While employment in the Telephone Communications industry has remained nearly stagnant over the last three years, this should be considered significant when you take into account that the introduction of highly sophisticated electronic equipment, has automated so many services.

Most significant regarding employment in this industry is its stratification over the State. More than 150 communities have employment, with fifty having employment of over 100, and twenty-five having employment of over 250.

The increased competition in the industry would appear to be intensfying, resulting in the opening of more retail outlets.

The profile of employment shows that clerical occupations predominate, but followed closely by maintenance and production occupations. Somewhat surprising is that professional and technical occupations each account for less than one percent of total employment.

OCCUPATIONS OF EMPLOYEES
TELEPHONE COMMUNICATION (SIC 481)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 3,840 | 12.36 | N/A |
| Professional Occupations | 250 | 0.80 | N/A |
| Systems Analyst | 160 | 0.52 | 1 |
| Writers/Editors | 20 | 0.06 | 0 |
| Personnel/Labor Relations Specialist | 40 | 0.13 | 0 |
| All Other Professional Workers | 30 | 0.10 | N/A |
| Technical Occupations | 220 | 0.71 | N/A |
| Computer Programmer | 150 | 0.48 | 1 |
| All Other Technicians | 70 | 0.23 | N/A |
| Service Occupations | 360 | 1.16 | N/A |
| Janitors, Porters, and Cleaners | 310 | 1.00 | 1 |
| Food Service Workers | 20 | 0.06 | 0 |
| All Other Service Workers | 30 | 0.10 | N/A |
| Maintenance and Production Occupations | 12,700 | 40.89 | N/A |
| Supervisor, Nonworking | 5,090 | 16.39 | 0 |
| Mechanic, Auto | 170 | 0.55 | 1 |
| Cable Splicer | 760 | 2.45 | 1 |
| Central Office Repairer | 1,320 | 4.25 | 1 |
| Inspector | 80 | 0.26 | 1 |
| Installer Repairer | 920 | 2.96 | 4 |
| Line Installer - Repairer | 260 | 0.84 | 1 |
| Station Installer | 3,000 | 9.66 | 1 |
| Stationary Engineer | 140 | 0.45 | 1 |
| Trouble Locator, Test Desk | 950 | 3.06 | 1 |
| All Other Skilled Workers | 10 | 0.03 | N/A |
| Clerical Occupations | 13,520 | 43.53 | N/A |
| Accounting Clerk | 970 | 3.12 | 1 |
| Collector | 40 | 0.13 | 0 |
| General Clerk | 2,850 | 9.18 | 1 |
| Private Branch Service Advisor | 30 | 0.10 | 0 |
| Secretary | 270 | 0.87 | 4 |
| Service Observer | 150 | 0.48 | 1 |
| Switchboard Operator | 60 | 0.19 | 1 |
| Typist | 30 | 0.10 | 0 |
| Central Office Operator | 3,920 | 12.62 | 0 |

SIC 481 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Customer Service Representative . . | 1,400 | 4.51 | 1 |
| All Other Office Clerical Workers . | 2,220 | 7.15 | N/A |
| Production Clerk/Coordinator . . . | 930 | 2.99 | 1 |
| Stock Clerk . . . . . | 340 | 1.09 | 1 |
| All Other Plant Clerical Workers . | 310 | 1.00 | N/A |
| Sales Occupations . . . . . | 170 | 0.55 | N/A |
| Sales Representatives . . . . . | 160 | 0.52 | 1 |
| Sales Clerks . . . . . | 10 | 0.03 | 1 |
| TOTAL | 31,060 | 100.00 | N/A |

S I C

49

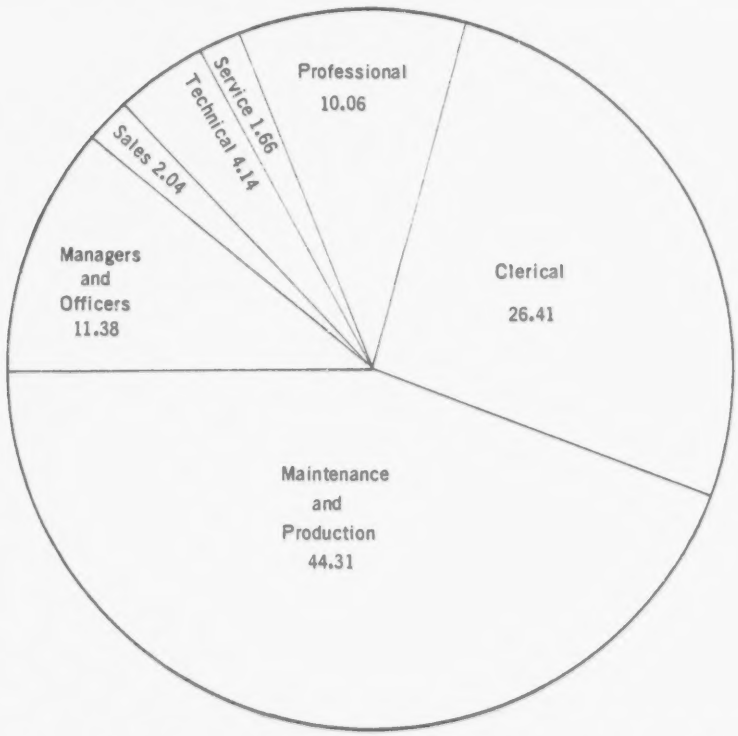
Employment in the Electric, Gas and Sanitary industry declined by nearly 4 percent between 1976 and 1979. This decline is at least partially accounted for by one company consolidating several establishments and by another closing its retail outlets.

An indication of the complexity of this industry group is the ninety-seven different publishable occupations. Maintenance and Production occupations represent nearly 45 percent of total employment, with Line-Installer Repairer being the single largest occupation in the group with 1240. There was one non-working supervisor for every 19 maintenance and production workers. Managers and Officers with employment of 2060 is the third largest occupational group (one manager for every nine employees).

## ELECTRIC, GAS, AND SANITARY SERVICES (SIC 49)

This major group includes establishments engaged in the generation, transmission and/or distribution of electricity or gas or steam. Water and irregation systems, and sanitary systems engaged in the collection and disposal of garbage, sewage, and other wastes are also included.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Electric, Gas, & Sanitary Service

| | | | |
|---|---|---|---|
| 1. | Managers and Officers 2,060 | 6. | All Other Semiskilled Workers 500 |
| 2. | Line-Installer Repairer 1,240 | 7. | All Other Mechanics and Repairers 450 |
| 3. | General Clerk 1,010 | 8. | Truck Driver 440 |
| 4. | Meter Reader, Utilities 590 | 9. | Supervisor, Nonworking 430 |
| 5. | Customer Service Representative 540 | 10. | All Other Unskilled Workers 390 |

These 10 occupations make up 42% of total industry employment

OCCUPATIONS OF EMPLOYEES
ELECTRIC, GAS, AND SANITARY SERVICES (SIC 49)

Reference Date April 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 2,060 | 11.38 | N/A |
| Professional Occupations | 1,820 | 10.06 | N/A |
| Chemical Engineer | 10 | 0.06 | 22 |
| Civil Engineer | 90 | 0.50 | 13 |
| Electrical Engineer | 370 | 2.04 | 12 |
| Industrial Engineer | 60 | 0.33 | 18 |
| Mechanical Engineer | 140 | 0.77 | 11 |
| Nuclear Engineer | 70 | 0.39 | 33 |
| All Other Engineers | 280 | 1.55 | N/A |
| Natural and Mathematics Scientist | 20 | 0.11 | 14 |
| Systems Analyst, E.D.P. | 90 | 0.50 | 17 |
| Purchasing Agent/Buyer | 60 | 0.33 | 10 |
| Accountants/Auditors | 230 | 1.27 | 10 |
| Lawyer | 10 | 0.06 | 17 |
| Personnel/Labor Relations Specialist | 70 | 0.39 | 7 |
| Right-of-Way Agent | 20 | 0.11 | 16 |
| All Other Professional Workers | 300 | 1.66 | N/A |
| Technical Occupations | 750 | 4.14 | N/A |
| Computer Programmers | 30 | 0.17 | 15 |
| Drafter | 140 | 0.77 | 6 |
| Electrical/Electronic Technician | 200 | 1.10 | 7 |
| Surveyor | 20 | 0.11 | 24 |
| Estimator and Drafter, Utilities | 110 | 0.61 | 11 |
| All Other Engineering Technicians | 70 | 0.39 | 10 |
| All Other Technicians | 180 | 0.99 | N/A |
| Service Occupations | 300 | 1.66 | N/A |
| Supervisor, Nonworking Service | 70 | 0.39 | 10 |
| Janitors, Porters, and Cleaners | 200 | 1.10 | 11 |
| Guards and Doorkeepers | 30 | 0.17 | 20 |
| Maintenance and Production Occupations | 8,020 | 44.31 | N/A |
| Supervisor, Nonworking | 430 | 2.38 | 16 |
| Mechanic, Auto | 280 | 1.55 | 6 |
| Diesel Mechanic | 30 | 0.17 | 14 |
| Electric-Meter Installer | 140 | 0.77 | 14 |
| Mechanic, Maintenance | 50 | 0.28 | 13 |
| Household-Appliance Repairer | 310 | 1.71 | 12 |
| All Other Mechanics & Repairers | 450 | 2.49 | N/A |

SIC 49 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Truck Driver | 440 | 2.43 | 5 |
| Cable Splicer | 350 | 1.93 | 10 |
| Control Room Operator | 380 | 2.10 | 17 |
| Corrosion Control Fitter | 30 | 0.17 | 7 |
| Crane, Derrick, and Hoist Operator | 30 | 0.17 | 27 |
| Electrician | 300 | 1.66 | 7 |
| Auxiliary Equipment Operator | 140 | 0.77 | 27 |
| Dispatcher, Gas | 70 | 0.39 | 12 |
| Gas-Pumping-Station Operator | 30 | 0.17 | 12 |
| Ground Worker, Utilities | 80 | 0.44 | 10 |
| Heavy Equipment Operator | 190 | 1.05 | 7 |
| Inspector | 40 | 0.22 | 20 |
| Instrument Repairer | 130 | 0.72 | 15 |
| Line-Installer Repairer | 1,240 | 6.85 | 9 |
| Machinist | 30 | 0.17 | 21 |
| Maintenance Repair, General Utility | 320 | 1.77 | 17 |
| Helper, Trades | 140 | 0.77 | 7 |
| Painter, Maintenance | 30 | 0.17 | 12 |
| Pipelayer | 140 | 0.77 | 22 |
| Plumber/Pipefitter | 140 | 0.77 | 5 |
| Power Reactor Operator | 30 | 0.17 | 21 |
| Refuse Collector | 260 | 1.44 | 8 |
| Stationary Boiler Firer | 50 | 0.28 | 13 |
| Stationary Engineer | 50 | 0.28 | 29 |
| Street-Light Repairer | 60 | 0.33 | 16 |
| Substation Operator | 260 | 1.44 | 16 |
| Switchboard Operator | 30 | 0.17 | 18 |
| Trouble Shooter | 150 | 0.83 | 9 |
| Water Treatment Plant Operator | 10 | 0.06 | 8 |
| Pump Station Operator | 10 | 0.06 | 2 |
| Welders and Flame Cutters | 50 | 0.28 | 10 |
| Dispatcher, Load | 50 | 0.28 | 11 |
| Tree Trimer | 10 | 0.06 | 2 |
| All Other Skilled Workers | 170 | 0.94 | N/A |
| All Other Semiskilled Workers | 500 | 2.76 | N/A |
| All Other Unskilled Workers | 390 | 2.15 | N/A |
| Clerical Occupations | 4,780 | 26.41 | N/A |
| Clerical Supervisor | 150 | 0.83 | 6 |
| Bookkeeping/Billing Machine Operators | 40 | 0.22 | 12 |
| Computer Operator | 40 | 0.22 | 11 |
| Keypunch Operator | 100 | 0.55 | 15 |
| All Other Office Machine Operators | 70 | 0.39 | N/A |
| Stenographer | 50 | 0.28 | 16 |
| Accounting Clerk | 200 | 1.10 | 4 |

SIC 49 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Bookkeeper, Hand | 60 | 0.33 | 9 |
| Cashier | 40 | 0.22 | 20 |
| Collector | 220 | 1.22 | 7 |
| File Clerk | 190 | 1.05 | 16 |
| General Clerk | 1,010 | 5.58 | 9 |
| Order Clerk | 20 | 0.11 | 8 |
| Payroll/Timekeeping Clerk | 40 | 0.22 | 6 |
| Personnel Clerk | 40 | 0.22 | 9 |
| Receptionist | 20 | 0.11 | 14 |
| Secretary | 350 | 1.93 | 6 |
| Switchboard Operator | 30 | 0.17 | 14 |
| Switchboard Operator/Receptionist | 10 | 0.06 | 15 |
| Typist | 150 | 0.83 | 9 |
| Customer Service Representative | 540 | 2.98 | 7 |
| All Other Office Clerical Workers | 370 | 2.04 | 10 |
| Meter Reader, Utilities | 590 | 3.26 | 5 |
| Shipping/Receiving Clerk | 20 | 0.11 | 9 |
| Stock Clerk, Storeroom | 190 | 1.05 | 13 |
| Dispatcher, Vehicle | 200 | 1.10 | 7 |
| All Other Plant Clerical Workers | 40 | 0.22 | 5 |
| Sales Occupations | 370 | 2.04 | N/A |
| Sales Representatives | 340 | 1.88 | 5 |
| Sales Clerks | 30 | 0.17 | 9 |
| TOTAL | 18,100 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
GAS PRODUCTION AND DISTRIBUTION (SIC 492)

Reference Date April 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 540 | 11.74 | N/A |
| Professional Occupations | 370 | 8.04 | N/A |
| Systems Analyst, EDP | 20 | 0.43 | 15 |
| Purchasing Agent/Buyer | 30 | 0.65 | 49 |
| Accountants/Auditors | 100 | 2.17 | 49 |
| Personnel/Labor Relations Specialist | 30 | 0.65 | 13 |
| All Other Engineers | 110 | 2.39 | N/A |
| All Other Professional Workers | 80 | 1.74 | N/A |
| Technical Occupations | 150 | 3.26 | N/A |
| Drafter | 60 | 1.30 | 24 |
| Estimator and Drafter, Utilities | 10 | 0.22 | 5 |
| All Other Engineering Technicians | 30 | 0.65 | N/A |
| All Other Technicians | 50 | 1.09 | N/A |
| Service Occupations | 70 | 1.52 | N/A |
| Supervisor, Nonworking Service | 50 | 1.09 | 41 |
| Janitors, Porters, and Cleaners | 20 | 0.43 | 32 |
| Maintenance and Production Occupations | 1,770 | 38.48 | N/A |
| Supervisor, Nonworking | 90 | 1.96 | 29 |
| Mechanic, Auto | 60 | 1.30 | 6 |
| All Other Mechanics and Repairers | 310 | 6.74 | N/A |
| Corrosion Control Fitter | 20 | 0.43 | 32 |
| Dispatcher, Gas | 60 | 1.30 | 43 |
| Gas-pumping Station Operator | 30 | 0.65 | 38 |
| Heavy Equipment Operator | 140 | 3.04 | 26 |
| Instrument Repairer | 80 | 1.74 | 32 |
| Helper, Trades | 60 | 1.30 | 37 |
| Plumber/Pipefitter | 120 | 2.61 | 16 |
| Pump Station Operator | 10 | 0.22 | 6 |
| Welders/Flame Cutters | 40 | 0.87 | 35 |
| All Other Skilled Workers | 210 | 4.57 | N/A |
| All Other Semiskilled Workers | 380 | 8.26 | N/A |
| All Other Unskilled Workers | 160 | 3.48 | N/A |
| Clerical Occupations | 1,510 | 32.83 | N/A |
| Clerical Supervisor | 70 | 1.52 | 35 |
| Computer Operator | 20 | 0.43 | 32 |
| Keypunch Operator | 30 | 0.65 | 31 |
| Stenographer | 20 | 0.43 | 13 |

SIC 492 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Accounting Clerk | 130 | 2.83 | 9 |
| Collector | 100 | 2.17 | 37 |
| General Clerk | 140 | 3.04 | 16 |
| Order Clerk | 10 | 0.22 | 41 |
| Payroll/Timekeeping Clerk | 10 | 0.22 | 28 |
| Secretary | 150 | 3.26 | 35 |
| Typist | 80 | 1.74 | 23 |
| Customer Service Representative | 240 | 5.22 | 16 |
| All Other Office Clerical Workers | 110 | 2.39 | N/A |
| Meter Reader, Utilities | 190 | 4.13 | 23 |
| Stockclerk | 70 | 1.52 | 10 |
| Dispatcher, Vehicle | 110 | 2.39 | 27 |
| All Other Plant Clerical Workers | 30 | 0.65 | 22 |
| Sales Occupations | 190 | 4.13 | N/A |
| Sales Representatives | 160 | 3.48 | 24 |
| Sales Clerks | 30 | 0.65 | 28 |
| TOTAL | 4,600 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
COMBINATION GAS AND ELECTRIC COMPANIES (SIC 493)

Reference Date April 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 180 | 12.95 | N/A |
| Professional Occupations | 60 | 4.32 | N/A |
| Electrical/Electronic Engineer | 10 | 0.72 | 8 |
| Mechanical Engineer | 20 | 1.44 | 6 |
| All Other Professional Workers | 30 | 2.16 | N/A |
| Technical Occupations | 80 | 5.76 | N/A |
| Electrical/Electronic Technician | 70 | 5.04 | 5 |
| All Other Technicians | 10 | 0.72 | N/A |
| Service Occupations | 30 | 2.16 | N/A |
| Maintenance and Production Occupations | 430 | 30.94 | N/A |
| Supervisor, Nonworking | 50 | 3.60 | 2 |
| House Appliance Repairer | 10 | 0.72 | 50 |
| All Other Mechanics and Repairers | 20 | 1.44 | N/A |
| Cable Splicer | 20 | 1.44 | 0 |
| Control Room Operator | 20 | 1.44 | 6 |
| Electrician | 50 | 3.60 | 4 |
| Ground Worker, Utilities | 20 | 1.44 | 6 |
| Line Installer-Repairer | 90 | 6.47 | 3 |
| Sub Station Operator | 10 | 0.72 | 6 |
| Trouble Shooter, Power Line | 10 | 0.72 | 5 |
| Turbine Operator | 10 | 0.72 | 5 |
| Dispatcher, Load | 20 | 1.44 | 6 |
| Tree Trimmer | 10 | 0.72 | 6 |
| All Other Skilled Workers | 60 | 4.32 | N/A |
| All Other Semiskilled Workers | 20 | 1.44 | N/A |
| All Other Unskilled Workers | 10 | 0.72 | N/A |
| Clerical Occupations | 560 | 40.29 | N/A |
| Cashier | 10 | 0.72 | 5 |
| Collector | 20 | 1.44 | 3 |
| File Clerk | 10 | 0.72 | 6 |
| General Clerk | 200 | 14.39 | 6 |
| Secretary | 20 | 1.44 | 2 |
| Typist | 40 | 2.88 | 6 |
| Customer Service Representative | 70 | 5.04 | 2 |

SIC 493 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| All Other Office Clerical Workers | 70 | 5.04 | N/A |
| Meter Reader, Utilities | 60 | 4.32 | 1 |
| Shipping/Receiving Clerk | 10 | 0.72 | 6 |
| Stock Clerk | 20 | 1.44 | 3 |
| Dispatcher, Vehicle | 20 | 1.44 | 6 |
| All Other Plant Clerical Workers | 10 | 0.72 | N/A |
| Sales Occupations | 50 | 3.60 | N/A |
| TOTAL | 1,390 | 100.00 | N/A |

S I C

50 - 51

Wholesale Trade had an increase in employment of nearly 14,000 in the period from 1976 to 1979. The durable goods increase was 15.6 percent and nondurables 7.9 percent.

In the Durable goods sector, the Distribution of Machinery, Equipment and Supplies (SIC 508) maintained its position with the most employment (25,851).

In Nondurable goods all industries shared the increase in employment except Farm-Products Raw Materials (SIC 515). Firms distributing Groceries and related products (SIC 514) continued to have the most employment (20,973).

The Clerical category, which accounts for nearly one third of employment, is dominated by office personnel and shipping and receiving related occupations.

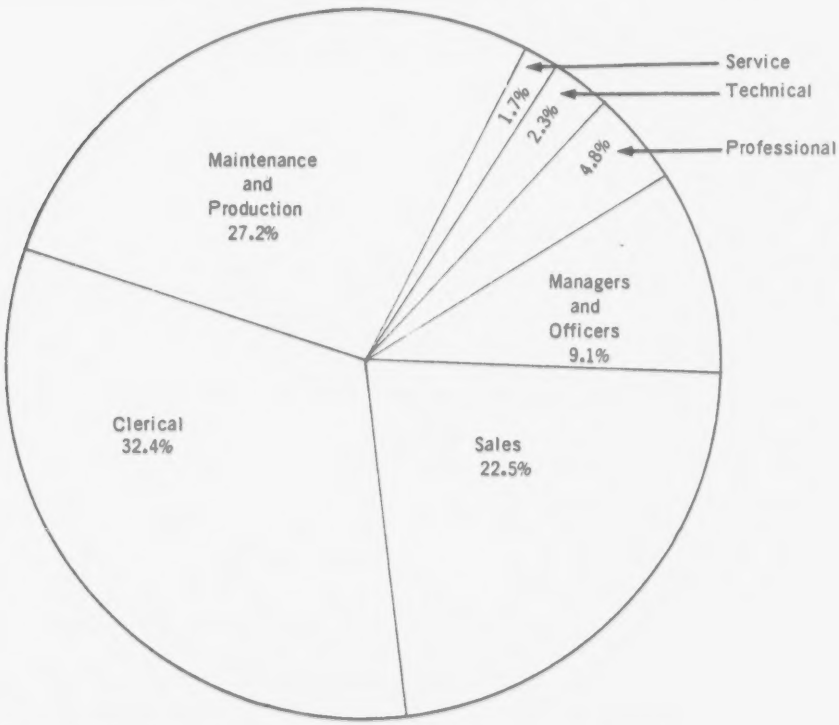
Truck Drivers, delivery workers and order fillers make up the majority of employment in the Maintenance and Production category.

In the Professional category Buyers outnumbered all other occupations including accountants and auditors.

## WHOLESALE TRADE (SIC 50 & 51)

These major groups include establishments primarily engaged in the Wholesale distribution of durable and nondurable goods.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in Wholesale Trade

| | | | |
|---|---|---|---|
| 1. Sales Representative, Non-Technical | 13,820 | 6. Wholesaler | 5,260 |
| 2. Sales Representative, Technical | 12,410 | 7. Truck Driver | 6,060 |
| 3. General Clerk | 8,370 | 8. Stock Clerk-Storeroom | 4,920 |
| 4. Order Filler | 6,140 | 9. Shipping Packer | 4,220 |
| 5. Delivery and Route Worker | 5,650 | 10. Secretary | 4,070 |

These 10 occupations make up 55 percent of total industry employment.

OCCUPATIONS OF EMPLOYEES
WHOLESALE TRADE (SIC 50 & 51)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 11,850 | 9.12 | N/A |
| Manager, Merchandise | 2,800 | 2.15 | 5 |
| Wholesaler | 5,260 | 4.05 | 5 |
| All Other Managers | 3,790 | 2.92 | 13 |
| Professional Occupations | 6,240 | 4.80 | N/A |
| Chemical Engineer | 70 | 0.05 | 24 |
| Mechanical Engineer | 600 | 0.46 | 20 |
| All Other Engineers | 720 | 0.55 | N/A |
| Chemist | 20 | 0.02 | 28 |
| Buyer | 1,980 | 1.52 | 6 |
| Accountants and Auditors | 1,550 | 1.19 | 5 |
| Designer | 40 | 0.03 | 29 |
| All Other Professional Workers | 1,260 | 0.97 | N/A |
| Technical Occupations | 3,010 | 2.32 | N/A |
| Computer Programmer | 590 | 0.45 | 21 |
| Drafter | 50 | 0.04 | 35 |
| All Other Engineering Technicians | 2,210 | 1.70 | N/A |
| Science Technician | 50 | 0.04 | 20 |
| All Other Technicians | 110 | 0.08 | N/A |
| Service Occupations | 2.180 | 1.68 | N/A |
| Janitors, Porters, and Cleaners | 760 | 0.58 | 8 |
| All Other Service Workers | 1,420 | 1.09 | N/A |
| Mantenance and Production Occupations | 35,310 | 27.17 | N/A |
| Supervisor, Nonworking | 1,950 | 1.50 | 7 |
| Mechanic, Auto | 680 | 0.52 | 17 |
| Body Repairer, Auto | 50 | 0.04 | 27 |
| Diesel Mechanic | 440 | 0.34 | 12 |
| Engineering Equipment Mechanic | 790 | 0.61 | 33 |
| Office Machine Servicer | 2,220 | 1.71 | 20 |
| All Other Mechanics and Repairers | 580 | 0.45 | N/A |
| Truck Driver | 5,060 | 3.89 | 5 |
| Carpenter | 40 | 0.03 | 28 |
| Delivery and Route Workers | 5,650 | 4.35 | 7 |
| Merchandise Displayer | 20 | 0.02 | 13 |
| Electrician | 10 | 0.01 | 27 |
| Industrial Truck Operator | 880 | 0.68 | 11 |
| Maintenance Repairer, General Utlity | 1,160 | 0.89 | 9 |
| Oil Burner Installer/Repairer | 60 | 0.05 | 18 |
| Order Filler | 6,140 | 4.72 | 8 |
| Plumber/Pipefitter | 20 | 0.02 | 26 |
| Sheet Metal Worker | 30 | 0.02 | 24 |

SIC 50 & 51 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Alteration Tailor | 30 | 0.02 | 32 |
| Welders and Flamecutters | 30 | 0.02 | 14 |
| Fuel Pump Attendant | 760 | 0.58 | 18 |
| Furniture Finisher | 20 | 0.02 | 30 |
| Baker | 110 | 0.08 | 26 |
| Cake Decorator | 140 | 0.11 | 26 |
| Conveyor Operator/Tender | 380 | 0.29 | 35 |
| All Other Skilled Workers | 1,400 | 1.08 | N/A |
| All Other Semiskilled Workers | 2,900 | 2.23 | N/A |
| All Other Unskilled Workers | 3,760 | 2.89 | N/A |
| Clerical Occupations | 42,160 | 32.44 | N/A |
| Bookkeeping/Billing Machine Operator | 1,320 | 1.02 | 5 |
| Computer Operator | 150 | 0.12 | 18 |
| Keypunch Operators | 1,130 | 0.87 | 7 |
| All Other Office Machine Operators | 20 | 0.02 | N/A |
| Accounting Clerk | 2,350 | 1.81 | 5 |
| Bookkeeper, Hand | 2,890 | 2.22 | 4 |
| Cashier | 980 | 0.75 | 11 |
| General Clerk | 8,370 | 6.44 | 5 |
| Order Clerk | 4,020 | 3.09 | 7 |
| Payroll/Timekeeping Clerk | 20 | 0.02 | 19 |
| Receptionist | 250 | 0.19 | 8 |
| Secretary | 4,070 | 3.13 | 4 |
| Switchboard Operation | 250 | 0.19 | 17 |
| Switchboard Operator/Receptionist | 960 | 0.74 | 8 |
| Typist | 1,600 | 1.23 | 8 |
| All Other Office Clerical Workers | 610 | 0.47 | N/A |
| Shipping Packer | 4,220 | 3.25 | 6 |
| Shipping Receiving Clerk | 3,550 | 2.73 | 6 |
| Weigher, Record-Keeping | 210 | 0.16 | 9 |
| Stock Clerk, Storeroom | 4,920 | 3.79 | 5 |
| Marking Clerk | 170 | 0.13 | 25 |
| All Other Plant Clerical Workers | 100 | 0.08 | N/A |
| Sales Occupations | 29,230 | 22.49 | N/A |
| Sales Representative, Technical | 12,410 | 9.55 | 5 |
| Sales Representative, Non-Technical | 13,820 | 10.63 | 3 |
| Sales Clerks | 2,980 | 2.29 | 6 |
| All Other Sales Workers | 20 | 0.02 | N/A |
| TOTAL | 129,980 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
MOTOR VEHICLES AND AUTO EQUIPMENT (SIC 501)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 970 | 10.79 | N/A |
| Manager, Merchandise | 250 | 2.78 | 30 |
| Wholesaler | 460 | 5.12 | 17 |
| All Other Managers | 260 | 2.89 | 36 |
| Professional Occupations | 290 | 3.23 | N/A |
| Buyer | 150 | 1.67 | 25 |
| Accountants/Auditors | 100 | 1.11 | 30 |
| All Other Professional Workers | 40 | 0.44 | N/A |
| Technical Occupations | 40 | 0.44 | N/A |
| Service Occupations | 30 | 0.33 | N/A |
| Maintenance and Production Occupations | 2,460 | 27.36 | N/A |
| Supervisor, Nonworking | 110 | 1.22 | 26 |
| Mechanic, Auto | 270 | 3.00 | 44 |
| All Other Mechanics | 270 | 3.00 | N/A |
| Truck Driver | 250 | 2.78 | 27 |
| Delivery and Route Workers | 470 | 5.23 | 23 |
| Industrial Truck Operator | 50 | 0.56 | 49 |
| Machinist | 70 | 0.78 | 44 |
| Maintenance Repairer, General Utility | 80 | 0.89 | 40 |
| Order Filler | 440 | 4.89 | 33 |
| Fuel Pump Attendant | 70 | 0.78 | 0 |
| All Other Skilled Workers | 20 | 0.22 | N/A |
| All Other Semiskilled Workers | 230 | 2.56 | N/A |
| All Other Unskilled Workers | 130 | 1.45 | N/A |
| Clerical Occupations | 2,470 | 27.47 | N/A |
| Bookkeeping/Billing Machine Operator | 130 | 1.45 | 29 |
| Keypunch Operator | 50 | 0.56 | 29 |
| Accounting Clerk | 160 | 1.78 | 27 |
| Bookkeeper, Hand | 310 | 3.45 | 19 |
| General Clerk | 320 | 3.56 | 21 |
| Order Clerk | 130 | 1.45 | 32 |
| Secretary | 150 | 1.67 | 33 |
| Switchboard Operator/Receptionist | 30 | 0.33 | 37 |
| All Other Office Clerical Workers | 150 | 1.67 | N/A |
| Shipping Packer | 240 | 2.67 | 44 |
| Shipping/Receiving Clerk | 260 | 2.89 | 36 |
| Stock Clerk | 530 | 5.90 | 19 |
| All Other Plant Clerical Workers | 10 | 0.11 | N/A |

SIC 501 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Sales Occupations . . . . . | 2,730 | 30.37 | N/A |
| Sales Representative, Technical . | 450 | 5.01 | 29 |
| Sales Representative, Non-Technical | 1,390 | 15.46 | 18 |
| Sales Clerk . . . . . | 880 | 9.79 | 23 |
| All Other Sales Workers . . . . . | 10 | 0.11 | N/A |
| TOTAL | 8,990 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
LUMBER AND CONSTRUCTION MATERIALS (SIC 503)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 490 | 11.48 | N/A |
| Manager, Merchandise | 150 | 3.51 | 17 |
| Wholesaler | 260 | 6.09 | 25 |
| All Other Managers | 80 | 1.87 | N/A |
| Professional Occupations | 200 | 4.68 | N/A |
| Accountants/Auditors | 110 | 2.58 | 32 |
| All Other Professional Workers | 90 | 2.11 | N/A |
| Technical Occupations | 10 | 0.23 | N/A |
| Service Occupations | 10 | 0.23 | N/A |
| Maintenance and Production Occupations | 1,250 | 29.27 | N/A |
| Truck Driver | 470 | 11.01 | 21 |
| Industrial Truck Operator | 100 | 2.34 | 34 |
| All Other Skilled Workers | 340 | 7.96 | N/A |
| All Other Semiskilled Workers | 220 | 5.15 | N/A |
| All Other Unskilled Workers | 120 | 2.81 | N/A |
| Clerical Occupations | 1,560 | 36.53 | N/A |
| Accounting Clerk | 160 | 3.75 | 29 |
| Bookkeeper, Hand | 120 | 2.81 | 23 |
| General Clerk | 240 | 5.62 | 19 |
| Secretary | 60 | 1.41 | 33 |
| All Other Office Clerical Workers | 280 | 6.56 | N/A |
| Shipping/Receiving Clerk | 130 | 3.04 | 26 |
| Stock Clerk | 460 | 10.77 | 31 |
| All Other Plant Clerical Workers | 110 | 2.58 | N/A |
| Sales Occupations | 760 | 17.80 | N/A |
| Sales Representative, Technical | 220 | 5.15 | 34 |
| Sales Representative, Non-Technical | 440 | 10.30 | 16 |
| All Other Sales Workers | 100 | 2.58 | N/A |
| TOTAL | 4,270 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
HARDWARE AND PLUMBING GOODS (SIC 507)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 660 | 10.77 | N/A |
| Managers, Merchandise | 220 | 3.59 | 21 |
| Wholesaler | 360 | 5.87 | 14 |
| All Other Managers | 80 | 1.31 | N/A |
| Professional Occupations | 370 | 6.04 | N/A |
| Buyer | 120 | 1.96 | 24 |
| Accountants/Auditors | 140 | 2.28 | 19 |
| All Other Professional Workers | 110 | 1.79 | N/A |
| Technical Occupations | 110 | 1.79 | N/A |
| Service Occupations | 30 | 0.49 | N/A |
| Maintenance and Production Occupations | 1,160 | 18.92 | N/A |
| Supervisor, Nonworking | 90 | 1.47 | 25 |
| Truck Driver | 310 | 5.06 | 20 |
| Order Filler | 280 | 4.57 | 19 |
| All Other Skilled Workers | 320 | 5.22 | N/A |
| All Other Semiskilled Workers | 150 | 2.45 | N/A |
| All Other Unskilled Workers | 10 | 0.16 | N/A |
| Clerical Occupations | 2,200 | 35.89 | N/A |
| Bookkeeping/Billing Machine Operator | 100 | 1.63 | 32 |
| Keypunch Operator | 80 | 1.31 | 27 |
| Accounting Clerk | 90 | 1.47 | 30 |
| Bookkeeper, Hand | 220 | 3.59 | 19 |
| Cashier | 40 | 0.65 | 28 |
| General Clerk | 400 | 6.53 | 24 |
| Order Clerk | 170 | 2.77 | 34 |
| Secretary | 200 | 3.26 | 21 |
| Switchboard Operator/Receptionist | 30 | 0.49 | 24 |
| All Other Office Clerical Workers | 60 | 0.98 | N/A |
| Shipping Packer | 180 | 2.94 | 33 |
| Shipping/Receiving Clerk | 110 | 1.79 | 25 |
| Stock Clerk | 520 | 8.48 | 19 |
| Sales Occupations | 1,600 | 26.10 | N/A |
| Sales Representative, Technical | 570 | 9.30 | 25 |
| Sales Representative, Non-Technical | 690 | 11.26 | 15 |
| Sales Clerk | 340 | 5.55 | 28 |
| TOTAL | 6,130 | 100.00 | N/A |

## RETAIL TRADE

## SIC 52 - 59

In 1979 the trade sector of the Massachusetts economy accounted for 26 percent of total covered employment. Retail Trade represented nearly 80 percent of the 581,700 employed in this sector, and accounted for more than 20 percent of total covered employment.

Since 1976 Retail Trade employment has grown more than 10 percent, with all major industry groups sharing in this growth. SIC 58, Eating and Drinking establishments, had the greatest growth, with an increase of nearly 25,000 (20 percent). Apparel and Accessory establishments (SIC 56) recorded a 16 percent increase. The smallest increase, less than two percent, was in Automotive dealers and gasoline service stations (SIC 55) followed by Furniture, Home Furnishing and Equipment (SIC 57) with a 2.3 percent growth, and Food Stores (SIC 54) with 3.1 percent. The small growth in the Automotive sector can be attributed to the cost of energy, while the relatively small increase in Food stores was most likely due to consolidation in the number of stores by two major chains.

With the number of shopping malls still being erected through the state (many similar to Quincy Market) and the boom in hotel construction, it would appear that growth in Restaurants, and Apparel and Accessory stores will continue to lead the way in employment increase. With the cost of energy and the predicament of the Automobile industry, little or no growth can be expected in SIC 55 (Automotive Dealers and Gasoline Service Stations).

The occupational profiles published on Retail Trade represent over 60 percent of employment in this economic sector.

Building Materials, and Garden Supplies (SIC 52), while dominated by occupations in the sales category, has nearly as many employees in Maintenance and Production. The single largest occupation is sales clerk with 2330. Managers and Officers account for nearly 14 percent of employment, or one manager for every seven employers.

General Merchandise and Apparel Stores (SIC 53 and 56) have 33,000 sales clerks (37 percent), of which nearly 60 percent are employed in Department stores. Department stores have only one manager for every fourteen employees. Over fifty-percent of the professionals in department stores are buyers.

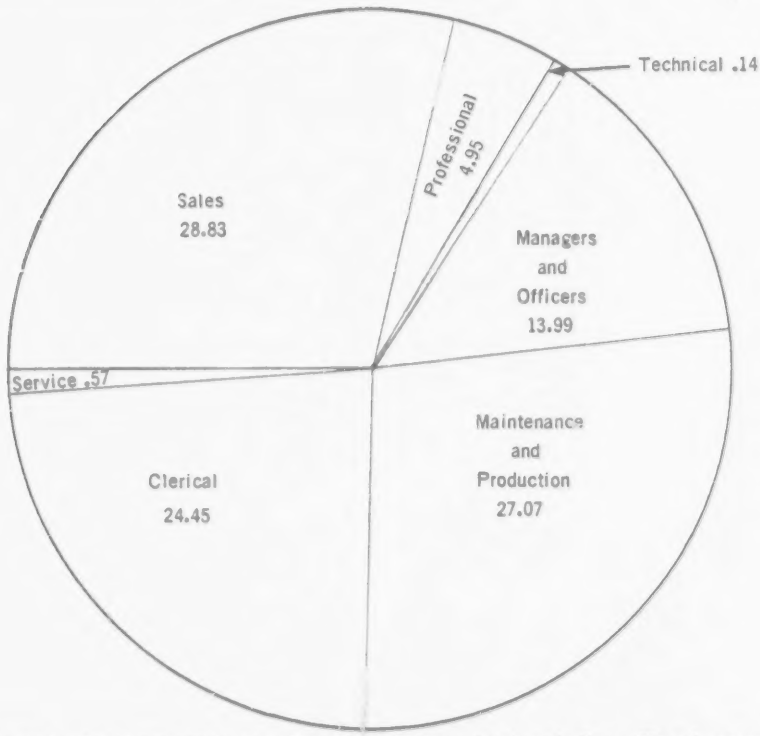
Auto Mechanics and Fuel Pump attendants are the single largest occupations in SIC 55 (Automotive Dealers and Service Stations). They represent more than 40 percent of employment.

Miscellaneous Retail Stores (SIC 59), with more than 7500 establishments, is diversified into 22 four digit standard industrial codes. Sales Clerks, Cashiers and Store Managers are the predominant occupations, accounting for more than 45 percent of employment. Pharmacists, with employment of 2646, is the largest professional occupation.

## BUILDING MATERIALS, AND GARDEN SUPPLIES (SIC 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint; glass and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Building Materials, Hardware & Mobile Homes

| | | | | | |
|---|---|---|---|---|---|
| 1. | Sales Clerk | 2,330 | 6. | General Clerk | 860 |
| 2. | Managers and Officers | 1,980 | 7. | Bookkeeper, Hand | 770 |
| 3. | Sales Representative, Non-Technical | 1,370 | 8. | Stock Clerk, Salesfloor | 730 |
| 4. | Manager, Store | 1,260 | 9. | Stock Clerk, Storeroom | 600 |
| 5. | Truck Driver | 860 | 10. | Cashier | 490 |

These 10 occupations make up 80% of total industry employment

OCCUPATIONS OF EMPLOYEES
BUILDING MATERIALS, HARDWARE, AND MOBILE HOMES (SIC 52)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 1,980 | 13.99 | N/A |
| Manager, Merchandise | 380 | 2.69 | 4 |
| Manager, Store | 1,260 | 8.90 | 2 |
| All Other Managers | 340 | 2.40 | 4 |
| Professional Occupations | 700 | 4.95 | N/A |
| Buyer | 420 | 2.97 | 5 |
| Accountants/Auditors | 150 | 1.06 | 10 |
| All Other Professional Occupations | 130 | 0.92 | 2 |
| Technical Occupations | 20 | 0.14 | N/A |
| Service Occupations | 80 | 0.57 | N/A |
| Janitors, Porters, and Cleaners | 50 | 0.35 | 10 |
| Guards and Doorkeepers | 20 | 0.14 | 21 |
| All Other Service Workers | 10 | 0.07 | N/A |
| Maintenance and Production Occupations | 3,830 | 27.07 | N/A |
| Supervisor, Nonworking | 140 | 0.99 | 7 |
| Mechanic, Auto | 20 | 0.14 | 10 |
| Farm Equipment Mechanic | 60 | 0.42 | 14 |
| All Other Mechanics and Repairers | 80 | 0.57 | 11 |
| Truck Driver | 860 | 6.08 | 5 |
| Carpenter | 190 | 1.34 | 16 |
| Delivery and Route Workers | 310 | 2.19 | 8 |
| Glazier | 380 | 2.69 | 9 |
| Industrial Truck Operator | 210 | 1.48 | 9 |
| Maintenance Repairer, General Utl. | 90 | 0.64 | 8 |
| Painter, Maintenance | 60 | 0.42 | 22 |
| Stock Clerk, Salesfloor | 730 | 5.16 | 5 |
| Wood Machinist | 170 | 1.20 | 10 |
| All Other Skilled Workers | 80 | 0.57 | N/A |
| All Other Semiskilled Workers | 90 | 0.64 | N/A |
| All Other Unskilled Workers | 360 | 2.54 | N/A |
| Clerical Occupations | 3,460 | 24.45 | N/A |
| Bookkeeper, Hand | 770 | 5.44 | 3 |
| Cashier | 490 | 3.46 | 6 |
| General Clerk | 860 | 6.08 | 3 |
| Secretary | 200 | 1.41 | 7 |
| All Other Office Clerical Workers | 300 | 2.12 | N/A |
| Shipping/Receiving Clerk | 240 | 1.70 | 5 |
| Stock Clerk, Storeroom | 600 | 4.24 | 5 |

SIC 52 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Sales Occupations . . . . . | 4,080 | 28.83 | N/A |
| Sales Representative Technical . . | 380 | 2.69 | 7 |
| Sales Representative Non-Technical | 1,370 | 9.68 | 4 |
| Sales Clerk . . . . . | 2,330 | 16.47 | 3 |
| TOTAL | 14,150 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
LUMBER AND BUILDING PRODUCTS (SIC 521)

Reference Date June 1980

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 990 | 13.13 | N/A |
| Managers, Merchandise | 200 | 2.65 | 22 |
| Manager, Store | 540 | 7.16 | 11 |
| All Other Managers | 250 | 3.32 | 16 |
| Professional Occupations | 430 | 5.70 | N/A |
| Buyer | 210 | 2.79 | 21 |
| All Other Professional Workers | 220 | 2.92 | N/A |
| Technical Occupations | 20 | 0.27 | N/A |
| Service Occupations | 50 | 0.66 | N/A |
| Janitors, Porters, and Cleaners | 30 | 0.40 | 33 |
| All Other Service Workers | 20 | 0.27 | N/A |
| Maintenance and Production Occupations | 2,220 | 29.44 | N/A |
| Supervisor, Nonworking | 90 | 1.19 | 25 |
| Mechanic, Auto | 20 | 0.27 | 34 |
| Truck Driver | 770 | 10.21 | 16 |
| Delivery and Route Worker | 230 | 3.05 | 32 |
| Industrial Truck Operator | 190 | 2.52 | 29 |
| Wood Machinist | 160 | 2.12 | 31 |
| All Other Skilled Workers | 270 | 3.58 | N/A |
| All Other Semiskilled Workers | 80 | 1.06 | N/A |
| All Other Unskilled Workers | 410 | 5.44 | N/A |
| Clerical Occupations | 2,070 | 27.45 | N/A |
| Bookkeeper, Hand | 380 | 5.04 | 16 |
| Cashier | 220 | 2.92 | 32 |
| General Clerk | 450 | 5.97 | 15 |
| Secretary | 140 | 1.86 | 31 |
| All Other Office Clerical Workers | 290 | 3.85 | N/A |
| Shipping/Receiving Clerk | 150 | 1.99 | 20 |
| Stock Clerk | 440 | 5.84 | 21 |
| Sales Occupations | 1,760 | 23.34 | N/A |
| Sales Representatives, Technical | 230 | 3.05 | 28 |
| Sales Representatives, Non-Technical | 680 | 9.15 | 15 |
| Sales Clerks | 840 | 11.14 | 22 |
| TOTAL | 7,540 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
HARDWARE STORES (SIC 525)

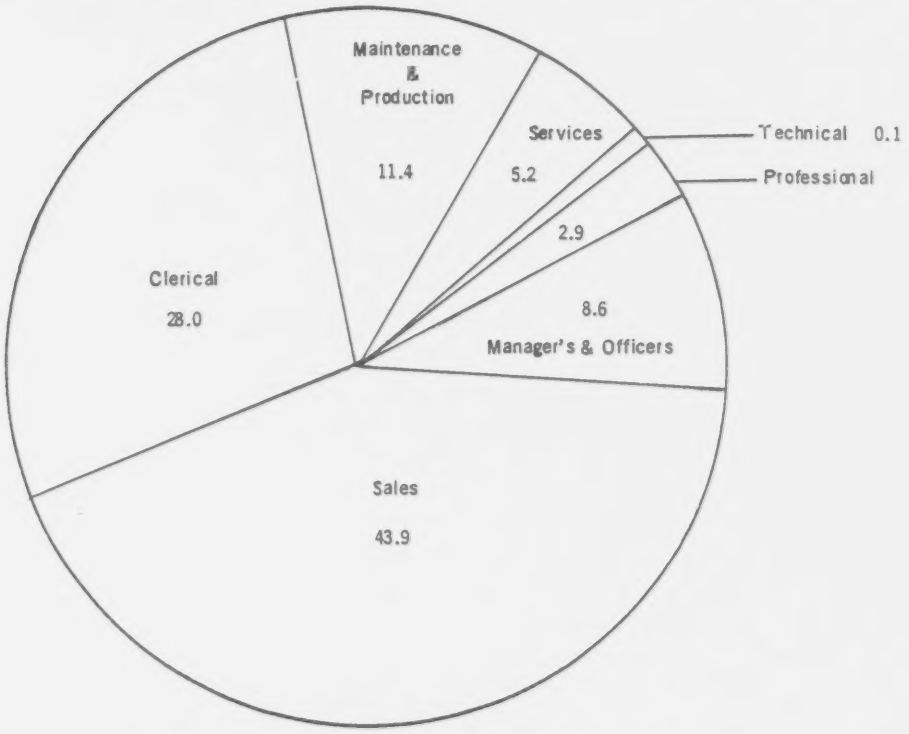
Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 530 | 15.23 | N/A |
| Managers, Merchandise | 80 | 2.30 | 27 |
| Manager, Store | 410 | 11.78 | 7 |
| All Other Managers | 40 | 1.15 | N/A |
| Professional Occupations | 190 | 5.46 | N/A |
| Buyer | 160 | 4.60 | 33 |
| All Other Professional Workers | 30 | 0.86 | N/A |
| Service Occupations | 20 | 0.57 | N/A |
| Maintenance and Production Occupations | 450 | 12.93 | N/A |
| Supervisor, Nonworking | 10 | 0.29 | 0 |
| Maintenance Repairer, General Utility | 10 | 0.29 | 0 |
| Stock Clerk, Sales Floor | 310 | 8.91 | 20 |
| All Other Skilled Workers | 40 | 1.15 | N/A |
| All Other Semiskilled Workers | 70 | 2.01 | N/A |
| All Other Unskilled Workers | 10 | 0.29 | N/A |
| Clerical Occupations | 840 | 24.14 | N/A |
| Bookkeeper, Hand | 210 | 6.03 | 13 |
| Cashier | 180 | 5.17 | 18 |
| General Clerk | 240 | 6.90 | 22 |
| All Other Office Clerical Workers | 40 | 1.15 | N/A |
| Shipping/Receiving Clerk | 50 | 1.44 | 31 |
| Stock Clerk, Storeroom | 120 | 3.45 | 17 |
| Sales Occupations | 1,450 | 41.67 | N/A |
| Sales Representative, Non-Technical | 270 | 7.76 | 33 |
| Sales Clerks | 1,110 | 31.90 | 10 |
| All Other Sales Workers | 70 | 2.01 | N/A |
| TOTAL | 3,480 | 100.00 | N/A |

GENERAL MERCHANDISE & APPAREL STORES (SIC 53 AND 56)

Included in these Major groups are Department Stores, Variety, General Merchandise, Apparel and Accessory Stores.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupations Employment

| | | | | | |
|---|---|---|---|---|---|
| 1. | Sales Clerk | 33,040 | 6. | General Clerk | 3,760 |
| 2. | Cashier | 5,590 | 7. | Stock Clerk, Storeroom | 3,470 |
| 3. | Stock Clerk, Sales Floor | 5,590 | 8. | Credit Authorizer | 2,510 |
| 4. | Sales Representative, Non-Technical | 4,390 | 9. | All Other Managers | 1,980 |
| 5. | Store Manager | 4,190 | 10. | Buyer | 1,900 |

These 10 occupations make up 75% of total industry employment.

OCCUPATIONS OF EMPLOYEES
GENERAL MERCHANDISE & APPAREL STORES (SIC 53 & 56)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 7,640 | 8.57 | N/A |
| Manager, Merchandise | 1,390 | 1.56 | 6 |
| Manager, Store | 4,190 | 4.70 | 3 |
| Manager, Auto Service | 40 | 0.04 | 22 |
| Manager, Auto Parts | 20 | 0.02 | 34 |
| Manager, Restaurant | 20 | 0.02 | 22 |
| All Other Managers | 1,980 | 2.22 | N/A |
| Professional Occupations | 2,550 | 2.86 | N/A |
| Systems Analyst, E.D.P. | 30 | 0.03 | 14 |
| Buyer | 1,900 | 2.13 | 4 |
| Accountants/Auditors | 70 | 0.08 | 11 |
| Commercial Artist | 60 | 0.07 | 13 |
| Writer/Editor | 20 | 0.02 | 29 |
| Personnel/Labor Relations Specialist | 170 | 0.19 | 8 |
| All Other Professional Workers | 300 | 0.34 | N/A |
| Technical Occupations | 70 | 0.08 | N/A |
| Computer Programmers | 60 | 0.07 | 17 |
| All Other Technicians | 10 | 0.01 | N/A |
| Service Occupations | 4,660 | 5.23 | N/A |
| Supervisor, Nonworking Service | 40 | 0.04 | 11 |
| Janitors, Porters, and Cleaners | 1,080 | 1.21 | 5 |
| Guards and Doorkeepers | 470 | 0.53 | 10 |
| Kitchen Helper | 100 | 0.11 | 15 |
| Waiter/Waitress | 440 | 0.49 | 9 |
| Counter Attendant | 520 | 0.58 | 14 |
| Cook, Short Order | 30 | 0.03 | 19 |
| Cook, Restaurant | 60 | 0.07 | 14 |
| Cosmetologist | 720 | 0.81 | 16 |
| Checker, Fitting Room | 490 | 0.55 | 6 |
| Store Detective | 510 | 0.57 | 6 |
| All Other Service Workers | 200 | 0.22 | N/A |
| Maintenance and Production Occupations | 10,140 | 11.38 | N/A |
| Supervisor, Nonworking | 300 | 0.34 | 13 |
| Mechanic, Auto | 30 | 0.03 | 24 |
| Bicycle Repairer | 20 | 0.02 | 22 |
| Mechanic, Maintenance | 180 | 0.20 | 20 |
| Gas & Electric Appliance Repairer | 110 | 0.12 | 22 |
| All Other Mechanics and Repairers | 260 | 0.29 | 33 |
| Truck Driver | 80 | 0.09 | 14 |
| Carpenter | 20 | 0.02 | 2 |

SIC 53 & 56 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Delivery and Route Workers | 70 | 0.08 | 15 |
| Merchandise Displayer | 330 | 0.37 | 6 |
| Electrician | 10 | 0.01 | 8 |
| Industrial Truck Operator | 210 | 0.24 | 11 |
| Maintenance Repairer, General Utility | 60 | 0.07 | 7 |
| Helper, Trades | 10 | 0.01 | 14 |
| Order Filler | 250 | 0.28 | 11 |
| Painter, Maintenance | 10 | 0.01 | 3 |
| Sewer, Custom | 70 | 0.08 | 26 |
| Sewing Machine Operator, Regular Equipment Garment | 140 | 0.16 | 13 |
| Alteration Tailor | 890 | 1.00 | 6 |
| Stock Clerk, Sales Floor | 5,590 | 6.27 | 7 |
| Furniture Finisher | 30 | 0.03 | 11 |
| All Other Skilled Workers | 440 | 0.49 | N/A |
| All Other Semiskilled Workers | 240 | 0.27 | N/A |
| All Other Unskilled Workers | 790 | 0.89 | N/A |
| Clerical Occupations | 24,970 | 28.01 | N/A |
| Clerical Supervisor | 220 | 0.25 | 13 |
| Bookkeeping/Billing Machine Operator | 40 | 0.04 | 28 |
| Computer Operator | 60 | 0.07 | 14 |
| Keypunch Operator | 270 | 0.30 | 8 |
| Peripheral E.D.P. Equip. Operator | 20 | 0.02 | 26 |
| All Other Office Machine Operators | 90 | 0.10 | N/A |
| Accounting Clerk | 510 | 0.57 | 10 |
| Bookkeeping, Hand | 890 | 1.00 | 4 |
| Adjustment Clerk | 630 | 0.71 | 9 |
| Cashier | 5,590 | 6.27 | 7 |
| Collector | 160 | 0.18 | 15 |
| File Clerk | 50 | 0.06 | 22 |
| General Clerk | 3,760 | 4.22 | 4 |
| Credit Authorizer | 2,510 | 2.82 | 16 |
| Order Clerk | 330 | 0.37 | 17 |
| Payroll/Timekeeping Clerk | 140 | 0.16 | 10 |
| Personnel Clerk | 110 | 0.12 | 9 |
| Receptionist | 10 | 0.01 | 20 |
| Secretary | 750 | 0.84 | 6 |
| Service Clerk | 360 | 0.40 | 23 |
| Switchboard Operator | 250 | 0.28 | 8 |
| Typist | 170 | 0.19 | 7 |
| All Other Office Clerical Workers | 1,090 | 1.22 | N/A |
| Shipping Packer | 460 | 0.52 | 10 |
| Shipping/Receiving Clerk | 1,580 | 1.77 | 9 |
| Stock Clerk, Storeroom | 3,470 | 3.89 | 12 |
| Marking Clerk | 1,450 | 1.63 | 7 |

SIC 53 & 56 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Sales Occupations . . . . . | 39,110 | 43.87 | N/A |
| Sales Representative, Non-Technical | 4,930 | 5.53 | 6 |
| Sales Clerk Supervisor . . . . . | 820 | 0.92 | 14 |
| Sales Clerk . . . . . | 33,040 | 37.07 | 3 |
| All Other Sales Workers . . . . . | 320 | 0.36 | N/A |
| TOTAL | 89,140 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
DEPARTMENT STORES (SIC 531)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 2,980 | 5.71 | N/A |
| Managers, Merchandise | 890 | 1.71 | 30 |
| Managers, Store | 770 | 1.48 | 21 |
| All Other Managers | 1,320 | 2.53 | N/A |
| Professional Occupations | 1,340 | 2.57 | N/A |
| Systems Analyst, E.D.P. | 30 | 0.06 | 43 |
| Buyer | 770 | 1.48 | 22 |
| Accountants/Auditors | 60 | 0.12 | 38 |
| Commercial Artist | 50 | 0.10 | 42 |
| Personnel/Labor Relations Specialist | 150 | 0.29 | 26 |
| All Other Professional Workers | 280 | 0.54 | N/A |
| Technical Occupations | 40 | 0.08 | N/A |
| Computer Programmer | 30 | 0.06 | 33 |
| All Other Technicians | 10 | 0.02 | N/A |
| Service Occupations | 3,880 | 7.44 | N/A |
| Supervisor, Nonworking Service | 40 | 0.08 | 36 |
| Janitors, Porters, and Cleaners | 670 | 1.28 | 23 |
| Guards and Doorkeepers | 460 | 0.88 | 32 |
| Waiter/Waitress | 190 | 0.36 | 26 |
| Counter Attendant, Lunchroom | 510 | 0.98 | 45 |
| Cook, Restaurant | 60 | 0.12 | 43 |
| All Other Food Service Workers | 130 | 0.25 | N/A |
| Cosmetologist | 720 | 1.38 | 49 |
| Checker, Fitting Room | 480 | 0.92 | 18 |
| Store Detective | 510 | 0.98 | 20 |
| All Other Service Workers | 110 | 0.21 | N/A |
| Maintenance and Production Occupations | 5,270 | 10.10 | N/A |
| Supervisor, Nonworking | 300 | 0.58 | 42 |
| All Other Mechanics and Repairing | 590 | 1.13 | N/A |
| Carpenter | 20 | 0.04 | 7 |
| Merchandise Displayer | 260 | 0.50 | 21 |
| Electrician | 10 | 0.02 | 26 |
| Industrial Truck Operator | 210 | 0.40 | 34 |
| Maintenance Repairer, General Repairer | 40 | 0.08 | 25 |
| Helper, Trades | 10 | 0.02 | 43 |
| Order Filler | 250 | 0.48 | 35 |
| Alteration Tailer | 180 | 0.35 | 28 |
| Stock Clerk, Sales Floor | 2,260 | 4.33 | 37 |
| Furniture Finisher | 30 | 0.06 | 34 |

SIC 531 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| All Other Skilled Workers | 430 | 0.82 | N/A |
| All Other Semiskilled Workers | 140 | 0.27 | N/A |
| All Other Unskilled Workers | 540 | 1.04 | N/A |
| Clerical Occupations | 16,760 | 32.13 | N/A |
| Clerical Supervisor | 220 | 0.42 | 42 |
| Computer Operator | 30 | 0.06 | 31 |
| Keypunch Operator | 220 | 0.42 | 21 |
| All Other Office Machine Operators | 150 | 0.29 | N/A |
| Accounting Clerk | 410 | 0.79 | 37 |
| Adjustment Clerk | 630 | 1.21 | 28 |
| Cashier | 3,690 | 7.07 | 33 |
| General Clerk | 1,320 | 2.53 | 23 |
| Credit Authorizers | 2,510 | 4.81 | 49 |
| Order Clerk | 60 | 0.12 | 49 |
| Payroll/Timing Clerk | 130 | 0.25 | 32 |
| Personnel Clerk | 110 | 0.21 | 28 |
| Secretary | 470 | 0.90 | 30 |
| Switchboard Operator | 240 | 0.46 | 27 |
| Typist | 60 | 0.12 | 25 |
| All Other Office Clerical Workers | 1,610 | 3.09 | N/A |
| Shipping Packer | 460 | 0.88 | 32 |
| Shipping/Receiving Clerk | 1,070 | 2.05 | 36 |
| Marking Clerk | 1,160 | 2.22 | 23 |
| All Other Plant Clerical Workers | 2,210 | 4.24 | N/A |
| Sales Occupations | 21,900 | 41.98 | N/A |
| Sales Representative, Non-Technical | 1,200 | 2.30 | 49 |
| Sales Clerk Supervisor | 820 | 1.57 | 45 |
| Sales Clerk | 19,640 | 37.65 | 13 |
| All Other Sales Workers | 240 | 0.46 | N/A |
| TOTAL | 52,170 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
FAMILY CLOTHING STORES (SIC 565)

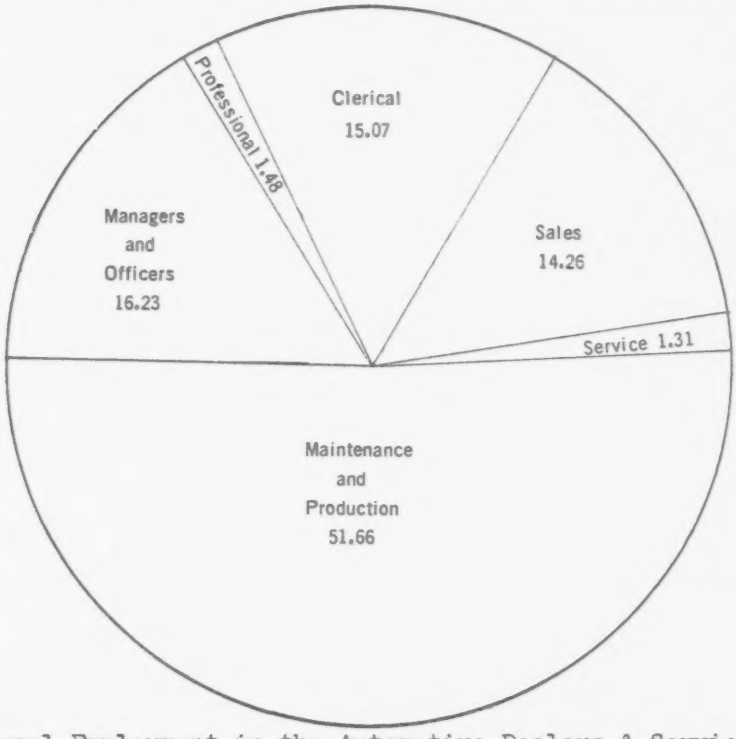
Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Offices | 510 | 7.40 | N/A |
| Managers, Store | 340 | 4.93 | 15 |
| All Other Managers | 170 | 2.47 | N/A |
| Professional Occupations | 170 | 2.47 | N/A |
| Buyer | 160 | 2.32 | 21 |
| All Other Professional Workers | 10 | 0.15 | N/A |
| Service Occupations | 180 | 2.61 | N/A |
| Janitors, Porters, and Cleaners | 100 | 1.45 | 27 |
| All Other Service Workers | 80 | 1.16 | N/A |
| Maintenance and Production Occupations | 1,400 | 20.32 | N/A |
| Truck Drivers | 10 | 0.15 | 30 |
| Merchandise Displayer | 10 | 0.15 | 32 |
| Alteration Tailer | 80 | 1.16 | 31 |
| Stock Clerk, Sales Floor | 1,210 | 17.56 | 30 |
| All Other Skilled Workers | 10 | 0.15 | N/A |
| All Other Semiskilled Workers | 20 | 0.29 | N/A |
| All Other Unskilled Workers | 70 | 1.02 | N/A |
| Clerical Occupations | 1,930 | 28.01 | N/A |
| Accounting Clerk | 20 | 0.29 | 34 |
| Bookkeeper, Hand | 140 | 2.03 | 26 |
| Cashier | 650 | 9.43 | 17 |
| General Clerk | 260 | 3.77 | 21 |
| All Other Office Clerical Workers | 240 | 3.48 | N/A |
| Shipping/Receiving Clerk | 160 | 2.32 | 23 |
| Stock Clerk, Storeroom | 180 | 2.61 | 31 |
| All Other Plant Clerical Workers | 280 | 4.06 | N/A |
| Sales Occupations | 2,700 | 39.19 | N/A |
| Sales Clerks | 2,240 | 32.51 | 15 |
| All Other Sales Workers | 460 | 6.68 | N/A |
| TOTAL | 6,890 | 100.00 | N/A |

## AUTOMOTIVE DEALERS AND SERVICE STATIONS (SIC 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Automotive Dealers & Service Stations

| | | | | | |
|---|---|---|---|---|---|
| 1. | Mechanic, Auto | 8,870 | 6. | General Clerk | 1,420 |
| 2. | Fuel Pump Attendant | 7,470 | 7. | Manager, Auto Parts | 1,320 |
| 3. | Sales Representative, Non-Technical | 4,030 | 8. | Body Repairer, Auto | 1,300 |
| 4. | Managers, Store | 3,600 | 9. | Manager, Auto Service | 1,280 |
| 5. | Bookkeeper, Hand | 1,490 | 10. | Stock Clerk, Storeroom | 1,210 |

These 10 occupations make up 73% of total industry employment

OCCUPATIONS OF EMPLOYEES
AUTOMOTIVE DEALERS AND SERVICE STATIONS (SIC 55)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 6,810 | 16.23 | N/A |
| Managers, Store | 3,600 | 8.58 | 3 |
| Manager, Auto Service | 1,280 | 3.05 | 3 |
| Manager, Auto Parts | 1,320 | 3.15 | 3 |
| All Other Managers | 610 | 1.45 | N/A |
| Professional Occupations | 620 | 1.48 | N/A |
| Buyer | 40 | 0.10 | 25 |
| Accountants/Auditors | 570 | 1.36 | 6 |
| All Other Professional Workers | 10 | 0.02 | N/A |
| Service Occupations | 550 | 1.31 | N/A |
| Janitors, Porters, and Cleaners | 540 | 1.29 | 9 |
| All Other Service Workers | 10 | 0.02 | N/A |
| Maintenance and Production Occupations | 21,670 | 51.66 | N/A |
| Supervisor, Nonworking | 420 | 1.00 | 8 |
| Mechanic, Auto | 8,870 | 21.14 | 2 |
| Body Repairer, Auto | 1,300 | 3.10 | 6 |
| Diesel Mechanic | 120 | 0.29 | 19 |
| Marine Mechanic | 60 | 0.14 | 8 |
| Motor Boat Mechanic | 90 | 0.21 | 7 |
| All Other Mechanics and Repairers | 30 | 0.07 | 14 |
| Truck Driver | 210 | 0.50 | 14 |
| Auto-Repair Service Estimates | 160 | 0.38 | 13 |
| Cleaner, Vehicle | 760 | 1.81 | 5 |
| Delivery and Route Worker | 520 | 1.24 | 12 |
| Machinist | 20 | 0.05 | 30 |
| Helper, Trades | 280 | 0.67 | 16 |
| Painter, Auto | 90 | 0.21 | 19 |
| Tire Fabricator/Repairer | 270 | 0.64 | 29 |
| Fuel Pump Attendant | 7,470 | 17.81 | 2 |
| Tire Changer | 490 | 1.17 | 12 |
| Mobile Home Repairer | 30 | 0.07 | 9 |
| Mobile Home Set-Up Operator | 10 | 0.02 | 13 |
| All Other Skilled Workers | 30 | 0.07 | N/A |
| All Other Semiskilled Workers | 120 | 0.29 | N/A |
| All Other Unskilled Workers | 320 | 0.76 | N/A |
| Clerical Occupations | 6,320 | 15.07 | N/A |
| Keypunch Operators | 10 | 0.02 | 33 |
| Accounting Clerk | 700 | 1.67 | 5 |

SIC 55 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Bookkeeper, Hand . . . . . | 1,490 | 3.55 | 4 |
| Cashier . . . . . | 870 | 2.07 | 16 |
| General Clerk . . . . . | 1,420 | 3.38 | 6 |
| Receptionist . . . . . | 100 | 0.24 | 18 |
| Secretary . . . . . | 180 | 0.43 | 10 |
| Switchboard Operator . . . . . | 90 | 0.21 | 17 |
| Switchboard Operator/Receptionist | 110 | 0.26 | 16 |
| All Other Office Clerical Workers | 120 | 0.29 | N/A |
| Stock Clerk, Storeroom . . . . . | 1,210 | 2.88 | 5 |
| All Other Plant Clerical Workers | 20 | 0.05 | N/A |
| Sales Occupations . . . . . | 5,980 | 14.26 | N/A |
| Sales Representatives, Technical | 1,090 | 2.60 | 11 |
| Sales Representatives, Non-Technical | 4,030 | 9.61 | 4 |
| Sales Clerks . . . . . | 860 | 2.05 | 13 |
| TOTAL | 41,950 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
GASOLINE SERVICE STATIONS (SIC 554)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 1,760 | 13.17 | N/A |
| Managers, Store | 1,640 | 12.28 | 10 |
| All Other Managers | 120 | 0.90 | N/A |
| Professional Occupations | 160 | 1.20 | N/A |
| Maintenance and Production Occupations | 10,010 | 74.93 | N/A |
| Mechanic, Auto | 2,490 | 18.64 | 13 |
| Fuel Pump Attendant | 7,260 | 54.34 | 7 |
| All Other Skilled Workers | 40 | 0.30 | N/A |
| All Other Semiskilled Workers | 110 | 0.82 | N/A |
| All Other Unskilled Workers | 110 | 0.82 | N/A |
| Clerical Occupations | 1,400 | 10.48 | N/A |
| Bookkeeper, Hand | 560 | 4.19 | 22 |
| All Other Clerical Workers | 840 | 6.29 | N/A |
| Sales Occupation | 30 | 0.22 | N/A |
| TOTAL | 13,360 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
BOAT DEALERS (SIC 555)

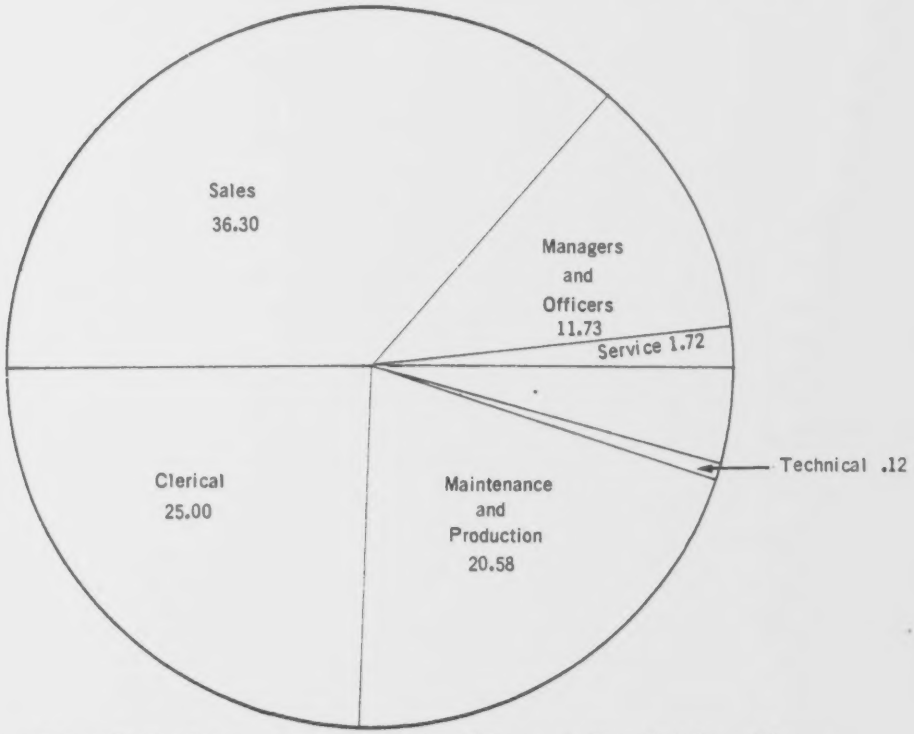
Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 150 | 15.46 | N/A |
| Managers, Store | 100 | 10.31 | 12 |
| Manager, Service Department | 20 | 2.06 | 32 |
| All Other Managers | 30 | 3.09 | N/A |
| Professional Occupations | 10 | 1.03 | N/A |
| Service Occupations | 20 | 2.06 | N/A |
| Maintenance and Production Occupations | 360 | 37.11 | N/A |
| Supervisor, Nonworking | 20 | 2.06 | 29 |
| Marine Mechanic and Repairer | 60 | 6.19 | 30 |
| Motor Boat Mechanic | 90 | 9.28 | 22 |
| All Other Mechanics and Repairers | 30 | 3.09 | N/A |
| Delivery and Route Worker | 20 | 2.06 | 35 |
| All Other Skilled Workers | 40 | 4.12 | N/A |
| All Other Semiskilled Workers | 20 | 2.06 | N/A |
| All Unskilled Workers | 80 | 8.25 | N/A |
| Clerical Occupations | 260 | 26.80 | N/A |
| Bookkeeper, Hand | 80 | 8.25 | 12 |
| General Clerk | 40 | 4.12 | 25 |
| Secretary | 20 | 2.06 | 35 |
| All Other Clerical Office Workers | 30 | 3.09 | N/A |
| Stock Clerk, Storeroom | 90 | 9.28 | 23 |
| Sales Occupations | 170 | 17.53 | N/A |
| Sales Representatives, Technical | 30 | 3.09 | 26 |
| Sales Representatives, Non-Technical | 90 | 9.28 | 28 |
| All Other Sales Workers | 50 | 5.15 | N/A |
| TOTAL | 970 | 100.00 | N/A |

## FURNITURE AND HOME FURNISHINGS STORES (SIC 57)

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Furniture & Furnishing Stores

| | | | |
|---|---|---|---|
| 1. Sales Representative, Non-Technical | 2,440 | 6. Delivery and Route Workers | 770 |
| 2. Sales Clerk | 1,940 | 7. Bookkeeper, Hand | 620 |
| 3. Sales Representative, Technical | 1,420 | 8. Stock Clerk, Storeroom | 520 |
| 4. Manager, Store | 1,350 | 9. All Other Office Clerical Workers | 430 |
| 5. General Clerk | 780 | 10. Cashier | 380 |

These 10 occupations make up 65% of total industry employment

OCCUPATIONS OF EMPLOYEES
FURNITURE AND FURNISHING STORES (SIC 57)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 1,910 | 11.73 | N/A |
| Manager, Merchandise | 370 | 2.27 | 6 |
| Manager, Store | 1,350 | 8.29 | 4 |
| All Other Managers | 190 | 1.17 | N/A |
| Professional Occupations | 740 | 4.55 | N/A |
| Buyer | 370 | 2.27 | 6 |
| Designer | 250 | 1.54 | 13 |
| All Other Professional Workers | 120 | 0.74 | N/A |
| Technical Occupations | 20 | 0.12 | N/A |
| Service Occupations | 280 | 1.72 | N/A |
| Janitors, Porters, and Cleaners | 270 | 1.66 | 8 |
| All Other Service Workers | 10 | 0.06 | N/A |
| Maintenance and Production Occupations | 3,350 | 20.58 | N/A |
| Supervisor, Nonworking | 70 | 0.43 | 12 |
| Refrigeration/Air Conditioning Mechanic | 50 | 0.31 | 12 |
| Television Servicer | 260 | 1.60 | 7 |
| Gas and Electric Appliance Repairer | 250 | 1.54 | 10 |
| Truck Driver | 290 | 1.78 | 10 |
| Cabinetmaker | 230 | 1.41 | 18 |
| Carpet Cutter | 60 | 0.37 | 19 |
| Carpenter | 10 | 0.06 | 31 |
| Delivery and Route Workers | 770 | 4.73 | 6 |
| Musical Instrument Repairer | 100 | 0.61 | 13 |
| Furniture Assembler | 130 | 0.80 | 16 |
| Household-Appliance Installer | 70 | 0.43 | 13 |
| Stock Clerk, Sales Floor | 360 | 2.21 | 10 |
| Furniture Finisher | 270 | 1.66 | 8 |
| Furniture Upholsterer | 20 | 0.12 | 24 |
| All Other Skilled Workers | 10 | 0.06 | N/A |
| All Other Semiskilled Workers | 110 | 0.68 | N/A |
| All Other Unskilled Workers | 290 | 1.78 | N/A |
| Clerical Occupations | 4,070 | 25.00 | N/A |
| Clerical Supervisors | 270 | 1.66 | 10 |
| Accounting Clerk | 250 | 1.54 | 9 |
| Bookkeeper, Hand | 620 | 3.81 | 6 |
| Adjustment Clerk | 50 | 0.31 | 30 |

SIC 57 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Cashier | 380 | 2.33 | 10 |
| General Clerk | 780 | 4.79 | 9 |
| Credit Authorizer | 80 | 0.49 | 29 |
| Receptionist | 20 | 0.12 | 26 |
| Secretary | 190 | 1.17 | 9 |
| Service Clerk | 70 | 0.43 | 16 |
| Switchboard Operator | 20 | 0.12 | 25 |
| Switchboard Operator/Receptionist | 40 | 0.25 | 15 |
| All Other Office Clerical Workers | 430 | 2.64 | N/A |
| Shipping Packer | 130 | 0.80 | 14 |
| Shipping/Receiving Clerk | 200 | 1.23 | 9 |
| Stock Clerk,Storeroom | 520 | 3.19 | 17 |
| Sales Occupations | 5,910 | 36.30 | N/A |
| Sales Representatives, Technical | 1,420 | 8.72 | 7 |
| Sales Representative, Non-Technical | 2,440 | 14.99 | 5 |
| Sales Clerk | 1,940 | 11.92 | 11 |
| All Other Sales Workers | 110 | 0.68 | 13 |
| TOTAL | 16,280 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
HOUSEHOLD-APPLIANCE STORES (SIC 572)

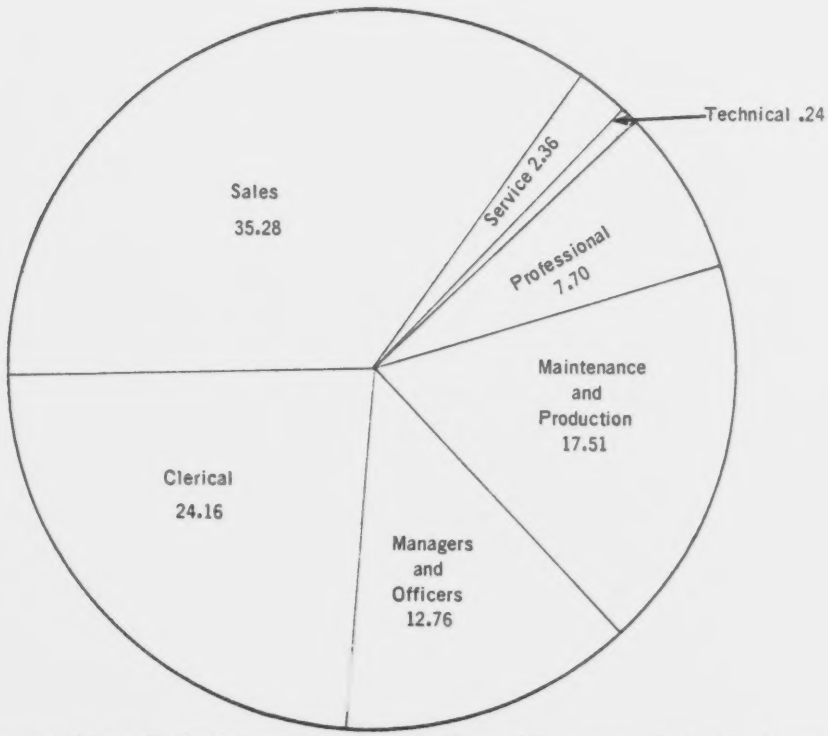
Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers . . . . . | 250 | 7.94 | N/A |
| Manager, Store . . . . . | 200 | 6.35 | 14 |
| All Other Managers . . . . . | 50 | 1.59 | N/A |
| Professional Occupations . . . . . | 10 | 0.32 | N/A |
| Service Occupations . . . . . | 20 | 0.62 | N/A |
| Maintenance and Production Occupations | 590 | 18.73 | N/A |
| Gas and Electric Appliance Repairer | 240 | 7.62 | 33 |
| All Other Appliance Repairer . . | 120 | 3.81 | N/A |
| All Other Skilled Workers . . . . | 70 | 2.22 | N/A |
| All Other Semiskilled Workers . . | 150 | 4.76 | N/A |
| All Other Unskilled Workers . . | 10 | 0.32 | N/A |
| Clerical Occupations . . . . . | 1,000 | 31.75 | N/A |
| Accounting Clerk . . . . . | 50 | 1.59 | 33 |
| Bookkeeper, Hand . . . . . | 80 | 2.54 | 31 |
| Cashier . . . . . | 60 | 1.90 | 27 |
| All Other Office Clerical Workers | 670 | 21.27 | N/A |
| Stock Clerk, Storeroom . . . . . | 90 | 2.86 | 23 |
| All Other Plant Clerical Workers | 50 | 1.59 | N/A |
| Sales Occupations . . . . . | 1,280 | 40.63 | N/A |
| Sales Representative, Non-Technical | 920 | 29.21 | 21 |
| Sales, Clerk . . . . . | 210 | 6.67 | 33 |
| All Other Sales Workers . . . . | 150 | 4.76 | N/A |
| TOTAL | 3,150 | 100.00 | N/A |

## MISCELLANEOUS RETAIL (SIC 59)

This major group includes retail establishments, not elsewhere classified, including drug stores, liquor stores, used merchandise stores, nonstore retailers, fuel and ice dealers, and other miscellaneous retailers.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY




Ranked Occupational Employment in the Miscellaneous Retail Stores

| | | | | | |
|---|---|---|---|---|---|
| 1. | Sales Clerk | 16,690 | 6. | Pharmacist | 2,640 |
| 2. | Cashier | 6,640 | 7. | Stock Clerk, Salesfloor | 2,280 |
| 3. | Manager, Store | 5,790 | 8. | General Clerk | 1,960 |
| 4. | Sales Representative, Non-Technical | 3,920 | 9. | Sales Representative, Technical | 1,760 |
| 5. | Delivery & Route Wkrs. | 2,130 | 10. | Bookkeeper, Hand | 1,540 |

These 10 occupations make up 71% of total industry employment

OCCUPATIONS OF EMPLOYEES
MISCELLANEOUS RETAIL STORES (SIC 59)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 8,100 | 12.76 | N/A |
| Managers, Merchandise | 1,270 | 2.00 | 6 |
| Manager, Store | 5,790 | 9.12 | 2 |
| All Other Managers | 1,040 | 1.64 | 7 |
| Professional Occupations | 4,890 | 7.70 | N/A |
| Buyer | 660 | 1.04 | 7 |
| Accountants/Auditors | 390 | 0.61 | 6 |
| Commercial Artist | 50 | 0.08 | 35 |
| Writers and Editors | 30 | 0.05 | 21 |
| Pharmacist | 2,640 | 4.16 | 4 |
| Designer | 840 | 1.32 | 9 |
| All Other Professional Workers | 280 | 0.44 | N/A |
| Technical Occupations | 150 | 0.24 | N/A |
| Service Occupations | 1,500 | 2.36 | N/A |
| Janitors, Porters, and Cleaners | 340 | 0.54 | 15 |
| Counter Attendant | 520 | 0.82 | 18 |
| Cook, Short Order | 80 | 0.13 | 22 |
| Food Preparer, Fast Food | 460 | 0.72 | 19 |
| All Other Food Service Worker | 70 | 0.11 | N/A |
| All Other Service Workers | 30 | 0.05 | N/A |
| Maintenance and Production Occupations | 11,120 | 17.51 | N/A |
| Supervisor, Nonworking | 30 | 0.05 | 23 |
| Mechanic, Auto | 200 | 0.31 | 11 |
| Bicycle Repairer | 180 | 0.28 | 21 |
| Office Machine Servicer | 170 | 0.27 | 29 |
| Vending Machine Servicer | 370 | 0.58 | 14 |
| Gas and Electric Appliance Installer | 70 | 0.11 | 12 |
| All Other Mechanics and Repairers | 40 | 0.06 | N/A |
| Truck Driver | 1,360 | 2.14 | 5 |
| Delivery and Route Workers | 2,130 | 3.35 | 5 |
| Jeweler/Silversmith | 50 | 0.08 | 23 |
| Oil Burner Installer/Servicer | 1,540 | 2.43 | 2 |
| Order Filler | 800 | 1.26 | 12 |
| Plumber/Pipefitter | 20 | 0.03 | 16 |
| Watchmaker | 120 | 0.19 | 17 |
| Fuel Pump Attendant | 110 | 0.17 | 15 |
| Optician, Dispensing | 140 | 0.22 | 19 |
| Stock Clerk, Sales Floor | 2,280 | 3.59 | 11 |
| Furniture Finisher | 10 | 0.02 | 29 |

SIC 59 (cont.)

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| All Other Skilled Workers | 180 | 0.28 | N/A |
| All Other Semiskilled Workers | 270 | 0.43 | N/A |
| All Other Unskilled Workers | 1,050 | 1.65 | N/A |
| Clerical Occupations | 15,340 | 24.16 | N/A |
| Clerical Supervisor | 130 | 0.20 | 25 |
| Bookkeeping/Billing Machine Operator | 480 | 0.76 | 6 |
| Computer Operator | 50 | 0.08 | 17 |
| Keypunch Operator | 80 | 0.13 | 22 |
| All Other Office Machine Operators | 30 | 0.05 | N/A |
| Accounting Clerk | 520 | 0.82 | 7 |
| Bookkeeper, Hand | 1,540 | 2.43 | 5 |
| Cashier | 6,640 | 10.46 | 6 |
| Collector | 40 | 0.06 | 23 |
| General Clerk | 1,960 | 3.09 | 5 |
| Order Clerk | 610 | 0.96 | 10 |
| Receptionist | 100 | 0.16 | 14 |
| Secretary | 480 | 0.76 | 8 |
| Switchboard Operator | 60 | 0.09 | 22 |
| Switchboard Operator/Receptionist | 140 | 0.22 | 11 |
| Typist | 340 | 0.54 | 8 |
| All Other Office Clerical Workers | 560 | 0.88 | N/A |
| Shipping/Receiving Clerk | 570 | 0.90 | 10 |
| Stock Clerk, Storeroom | 890 | 1.40 | 8 |
| Dispatcher, Vehicle | 70 | 0.11 | 10 |
| Marking Clerk | 50 | 0.08 | 20 |
| Sales Occupations | 22,400 | 35.28 | N/A |
| Sales Representatives/Technical | 1,760 | 2.77 | 11 |
| Sales Representatives/Non-Technical | 3,920 | 6.17 | 9 |
| Sales Clerks | 16,690 | 26.28 | 3 |
| All Other Sales Workers | 30 | 0.05 | N/A |
| TOTAL | 63,500 | 100.00 | N/A |

OCCUPATIONS OF EMPLOYEES
FUEL AND ICE DEALERS (SIC 598)

Reference Date June 1979

| OCCUPATION | EMPLOYMENT | | |
|---|---|---|---|
| | Number | Percent | Relative Error Percent |
| Managers and Officers | 750 | 11.00 | N/A |
| Manager, Merchandise | 220 | 3.23 | 19 |
| Manager, Store | 270 | 3.96 | 15 |
| All Other Managers | 260 | 3.81 | 31 |
| Professional Occupations | 90 | 1.32 | N/A |
| Buyer | 10 | 0.15 | 42 |
| Accounting/Auditors | 80 | 1.17 | 33 |
| Service Occupations | 50 | 0.73 | N/A |
| Janitors, Porters, and Cleaners | 40 | 0.59 | 44 |
| All Other Service Workers | 10 | 0.15 | N/A |
| Maintenance and Production Occupations | 3,920 | 57.48 | N/A |
| Mechanic, Auto | 120 | 1.76 | 20 |
| Gas and Electric Appliance Repairer | 50 | 0.73 | 40 |
| All Other Mechanics and Repairers | 70 | 1.03 | N/A |
| Truck Driver | 1,010 | 14.81 | 12 |
| Delivery and Route Workers | 860 | 12.61 | 10 |
| Oil-Burner Installer/Repairer | 1,540 | 22.58 | 6 |
| Fuel Pump Attendant | 110 | 1.61 | 49 |
| All Other Skilled Workers | 40 | 0.59 | N/A |
| All Other Semiskilled Workers | 10 | 0.15 | N/A |
| All Other Unskilled Workers | 110 | 1.61 | N/A |
| Clerical Occupations | 1,760 | 25.81 | N/A |
| Bookkeeping/Billing Machine Operator | 230 | 3.37 | 16 |
| Accounting Clerk | 160 | 2.35 | 18 |
| Bookkeeper, Hand | 220 | 3.23 | 14 |
| Cashier | 70 | 1.03 | 35 |
| General Clerk | 660 | 9.68 | 11 |
| Secretary | 130 | 1.91 | 25 |
| Switchboard Operator/Receipt | 40 | 0.59 | 32 |
| Typist | 40 | 0.59 | 42 |
| All Other Office Clerical Workers | 90 | 1.32 | N/A |
| Dispatcher, Vehicle | 70 | 1.03 | 32 |
| All Other Plant Clerical Workers | 50 | 0.73 | N/A |
| Sales Occupations | 250 | 3.67 | N/A |
| Sales Representatives, Technical | 110 | 1.61 | 18 |
| Sales Representatives, Non-Technical | 80 | 1.17 | 28 |
| Sales Clerk | 60 | 0.88 | 50 |
| TOTAL | 6,820 | 100.00 | N/A |